



Senior Manager Application Management

Job description

In your new role you will:

1. Drive the sensor solutions business in GC with strategic enterprise customers in the region, define value proposition for responsible application, and focus on value-selling to enable chip sales
2. Consolidate application requirements from leading customers for next-generation application solutions
3. Deliver, external & internal: regional G2M strategy, business development plan, market outlook, competitor insights, revenue forecast, operative pricing strategy /guideline, on application level
4. Plan and execute marketing promotional activities to ensure market awareness of Infineon sensor applications
Leverage Infineon's partner network of system integrators, solution partners, module makers to deliver different levels of solution including module, reference design, and algorithm solution
5. Validate use cases with lead customers; achieve the business objectives with sensor solution team, product team, and local application engineers to deliver functional demonstrations of sensors in expanding use cases

Profile

You are best equipped for this task if you have:

1. an engineering/science degree and 10+ years of product/solution development experience
2. result-oriented mindset, can-do attitude in exploring new application possibilities
3. immense interest in smart IoT solution, and go-to-market strategic planning experience.
4. strong business and technical understanding of connected sensor solutions (incl radar, environmental sensing, microphone, MCU, security & connectivity), applications, and markets
5. ability to communicate ideas and solutions in a clear and structured way
6. ability to maneuver in cross-functional teams by applying a structured approach and providing clarity to various stakeholders
7. previous experience developing a new business or system offerings would be a plus.

Why Us

Part of your life. Part of tomorrow.

At a glance

Location:

Job ID: **352277**

Start date: **as soon as possible**

Entry level: **5+ years**

Type: **Full time**

Contract: **Permanent**

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Infineon is a world leader in semiconductor solutions that make life easier, safer, and greener. Our solutions for efficient energy management, smart mobility, and secure, seamless communications link the real and the digital world.

