



Manager, Sales

Job description

Distributors Account development: Distribution management and biz development. Applications including IoT, Smart Device, Computing, Telecom, Authentication, Security, SMPS, applications.

1. Distributors Account development: Distribution management and biz development. Applications including IoT, Smart Device, Computing, Telecom, Authentication, Security, SMPS, applications.
2. Annual budget achievement: To meet annual target setting and maximize biz development agreed with management.
3. Biz opportunities development: Review all biz relevant aspects on a regular basis and coordinates necessary resources (distributors PM, FAE, Sales force.)
4. Relationship management: Work with distributors to understand customers profile, provide IFX with all relevant information and communicate with internal counter partners (APM, PM, APC, CLM)
5. Service objectives: To deal with all relevant organizations /people for service issues from customer satisfaction perspective.

Profile

- Education: Bachelor's Degree, Diploma and above
- Field of Studies: Commercial, Electronic engineering, Sales/Marketing major.
- Work Experience: 8 Years In related field to high-tech industry.
- Language Skills: Business English in reading, writing, listening and speaking

Benefits

- **Taipei:** Wide range of training offers & planning of career development; International assignments; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Flexible working conditions; Part-time work possible (also during parental leave); Medical coverage; On-site social counselling and works doctor; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Performance bonus

Why Us

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At a glance

Location: **Taipei (Taiwan)**
Job ID: **352747**
Start date: **as soon as possible**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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