



Senior Specialist- Sales & Business Development

Job description

We are Industrial Power Control business group of Infineon technologies. We strive for the de-carbonisation & energy efficiency and green energy. We empower a world of unlimited GREEN energy. Megatrends call for new and efficient ways to generate, transmit and consume green energy, reducing global CO2 footprint. Are you passionate about industrial power electronics and looking for a new challenge in an innovative semiconductor environment? Do you see yourselves as an entrepreneur, customer focused and enjoy working independently while driving things forward? If this sounds interesting to you, we do have the right job opportunity for you. In your role as Sales & Business Development Senior Specialist, you will be responsible to pave the way for driving the business in Industrial Power segment in ANZ, and convert new opportunities into sales revenue.

In your new role you will:

- Responsible for driving the business in **Industrial Power segment in ANZ based** on value-based selling
- Build mid to long term strategic blueprint for important customers
Driving **revenue growth and customers** through Opportunity Management (new projects) and renewal of orders
- Orchestrating the team of online Field Application Engineer, logistics Operations & Marketing to improve market share and productivity at the customers
- Operational planning including **Sales Forecast** and **new project pipeline**
- **Relationship management** for various functions and executive levels with customers

Profile

You are best equipped for this task if you have:

- Bachelor's degree of Electrical/Electronic Engineering
- Min 3 years of Sales or technical support in **semiconductors/electronics**
- Knowledge of Industrial markets & industry trends in the area of **Power electronics/Industrial electronics** like **Drives, EV Charging, Renewable Energy** is good to have
- Very good coordination and discipline in **managing multiple accounts**
- Exceptional work ethic, the ability to work independently, Self-motivated, Driven and a strong desire to succeed
- Strong Digital, analytical and communication skills
- Native English speaker

At a glance

Location: **Melbourne (Australia)**
Job ID: **352755**
Start date: **Sep 01, 2022**
Entry level: **3-5 years**
Type: **Full time**
Contract: **Permanent**

Apply to this position online by following the URL and entering the Job ID in our job search:

Job ID: **352755**
www.infineon.com/jobs



- **Holds a valid right to work in Australia**
- Light travelling may be needed
- **With a valid Australian driving license and own car**

Why Us

Part of your life. Part of tomorrow.

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.

