



Senior Manager, Sales

Job description

Distributors Account development: Distribution management and biz development. Applications including SMPS, Computing, Telecom, Robotics, Energy, Battery-powered (motorized), IoT applications.

1. Distributors Account development: Distribution management and biz development. Applications including SMPS, Computing, Telecom, Robotics, Energy, Battery-powered (motorized), IoT 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)
- f5 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: 12 Years In related field to high-tech semiconductor 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

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.

At a glance

Location: **Taipei (Taiwan)**
Job ID: **352885**
Start date: **as soon as possible**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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