



Senior Manager account management

Job description

As a Senior Manager account management, you will be responsible for Taking ownership of the Global Infineon Customer interface with an emphasis on managing the account as well as developing key relationships; Does this sound exciting? if so, please apply today!

In your new role you will:

- Take ownership of the Global Infineon Customer interface with an emphasis on managing the account as well as developing key relationships.
- Driving and leading all aspects of global demand creation.
- Drive all aspects of **automotive business at targeted accounts with a special emphasis on Power Semiconductors, Microcontrollers, and Sense and Control applications.**
- Work closely with global teams internally within Infineon to ensure success with the customer.
- Be responsible for demand fulfillment include, but not limited to, **the coordination of customer and field quality support, PCN's, logistics topics, forecasts and managing accounting issues and part shortages.**
- Manage and drive contract negotiations, support system cost reduction initiatives and manage the overall quoting process.
- Work with **global sales teams, internal sales, global marketing and application engineering** to develop and execute account strategies and develop new business opportunities.
- Mentor and coordinate **Field Sales Engineers to drive Infineon strategies.**
- Understand customer systems and requirements to propose Infineon system solutions and value proposition to meet their needs.
- Establish and develop key relationships at all levels between Infineon and customers including but not limited to Purchasing, Engineering, Program Management, Sales, Management, Quality, and Operations.
- Develop relationships within Infineon global product groups, service organizations and headquarters. Stay current on Infineon's product offering and influence product roadmaps to align with customer needs and long term strategies.

Profile

You are best equipped for this task if you have:

- BSEE degree or equivalent.

At a glance

Location:

Job ID: **354098**

Start date: **as soon as possible**

Entry level: **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: **354098**
www.infineon.com/jobs



- 7+ years of experience in **Automotive Sales, developing business with Tier 1 Customers.**
- Excellent written and verbal communication skills.
- Strong knowledge of **Microsoft Office and general computer skills.**
- Indirect management experience a plus.
- **Good interpersonal skills to interface with customers and support groups within Infineon.**
- Understanding of automotive electrical and electronics systems.
- Excellent computer skills.
- Superior organizational skills.
- Ability to work independently and within a team.

Automotive (ATV) shapes the future of mobility with microelectronics enabling clean, safe, and smart cars –

Our semiconductors are essential for supporting the automotive megatrends: electromobility, automated driving, connectivity, and advanced security. They link the real and the digital world, driving the ever-advancing pace of automotive digitalization. Infineon ATV is the number one semiconductor partner in the fast-changing automotive world, based on our system knowledge and our passion for innovation and quality.

[Click here](#) for more information about working at ATV with interesting employee and management insights and an overview with more #ATVDreamJobs.

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.

Infineon Technologies Americas Corp. is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy, childbirth, or related medical conditions), gender identity, national origin, ancestry, citizenship, age, physical or mental disability, legally protected medical condition, family care status, military or veteran status, marital status, domestic partner status, sexual orientation, or any other basis protected by local, state, or federal laws. Applicants with questions about access or requiring a reasonable accommodation for any part of the application or hiring process should contact the Talent Network by phone at (408) 503-2194.

Employment at Infineon is contingent upon proof of your legal right to work in the United States under applicable law, verification of satisfactory references and successful completion of a background check and drug test, and signing all your on-boarding documents .

In some instances, if applicable, U.S. export control laws require that Infineon obtain a U.S. government export license prior to releasing technologies to certain persons. This offer is contingent upon Infineon's ability to satisfy these export control laws as related to your employment and anticipated job activities. The decision whether or not to submit and/or pursue an export license to satisfy this contingency, if applicable, shall be at Infineon's sole discretion.

IMPORTANT NOTICE:

Infineon is requiring all new U.S. employees and contractors to be fully vaccinated against COVID-19. Full vaccination is defined as two weeks after both doses of a two-dose vaccine or two weeks since a single-dose vaccine has been administered. Anyone unable to be vaccinated, either because of a sincerely held religious belief or a medical condition or disability that prevents them from being vaccinated, can request a reasonable accommodation.



Infiniteon Technologies takes data privacy and identity theft very seriously. As such, we do not request personally-identifiable information (PII) from applicants over the internet or electronically. Please kindly refrain from disclosing your PII electronically during the application process or to unauthorized websites that may purport to be Infiniteon or any of our affiliates.

#LI-SM1

