



Staff Specialist, Pricing Intelligence Asia Pacific

Job description

By joining the Infineon Pricing & Quoting Team, you will have the opportunity to not only work cooperatively with a diverse group of professionals within Sales and Marketing but also leverage your analytical and technical skills. As a Quoting and Pricing Specialist, you will have a direct impact on the company's revenue and profitability. Do you have a passion for numbers and data analytics? If you would like to work for one of the key players in the tech industry and grow your career in the Pricing arena, then we have a great opportunity for you to join our successful team in our Singapore office. You are able to apply your pricing experience and affinity for working with numbers to your important role, as part of the Quote/Pricing Team. Apply now!

As a Pricing Specialist, you will support the execution of daily quotation and Volume Purchase Negotiation activities.

- Provide fast **quote** response to Channel Partners and Regional Sales Team.
- Lead the preparation and management of **Volume Purchasing Agreements(VPA)** in close alignment with Marketing & Sales. Participate in face-to-face price negotiation with customers when required.
- Continuous **optimization of internal Sales and Marketing processes** to strike for ongoing efficiency and effectivity improvements.
- **Price data analysis** based on customer feedbacks, internal reporting data and regional feedback from several stakeholders.
- Execute tactical **pricing/marketing program** in the region.

Profile

You are a proactive persona with a sense of urgency and attention to detail at all times. You are known for being a team player and having the ability to be a quick learner. You are good in balancing the interests of your employer with the requirements of customers to create winning profitable outcomes in a variety of scenarios. This position will provide opportunities to learn and gain new experiences, to match your high level of curiosity and grow your experience further.

- Bachelor's degree in Business Administration/Engineering related fields.
- **Experience in pricing or marketing** or similar functions in Semiconductor industry is an advantage.
- Basic understanding of the Sales and/or Distribution side of business– **ideally with knowledge of pricing and/or quotes**; experience within theB2B area is a considered plus

At a glance

Location: **(Singapore)**
Job ID: **355490**
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: **355490**
www.infineon.com/jobs



- Meticulous attention to details and accurate with numbers.
- Attention to details and enforce pricing guidelines for our product are follow.
- Strong communication, analytical and negotiation skills.
- **Knowledge of SAP CRM** (analytical tools are highly preferred) as well as proficiency in MS-Office (**especially Excel**)
- Familiar with **Business Object** reporting or **Tableau software** is an advantage.

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.

In accordance with the requirements set by the Singaporean Government, Infineon Technologies Asia Pacific Pte Ltd ("Infineon") can only allow individuals who are (a) fully vaccinated, (b) certified to be medically ineligible for a vaccine or (c) have recovered from COVID-19 within a prescribed period, onto company premises. Therefore, Infineon requires all new employees, as well as contractors and business partners, to be fully vaccinated against COVID-19. "Fully vaccinated" means individuals have completed the full regime of an approved COVID-19 Vaccine as listed under the World Health Organization (WHO) Emergency Use Listing (EUL) including the respective post-vaccination period to ensure the vaccine has become full effective. Anyone who is unable to be vaccinated due to an approved and/or recognised exemption condition may apply for special consideration.

