



Sales Director

Job description

Sales Director

In your new role you will:

IPC Sales Industrial Team Leader

- 1. Drive Demand Creation of Industrial Account Team, to achieve company objectives of Revenue & Business Win.
- 2. Develop and implement the IPC SMD strategy by contributing the customer intelligence and market dynamics.
- 3. Drive to grow IPC business at account base as well as cross selling of all Divisions products.
- 4. To develop focused customer cluster & application strategy and lead the whole customer pyramid of industrial account base.
- 5. To understand, develop & maintain customer ecosystem across the sales team with DEM and channel partners.
- 6. To collaborate with other sales team leaders for the overall IPC sales strategy with same methodology and process.
- 7. Monitor key index and take action to ensure the success of account team.
- 8. Develop talents and team competence with well planned career path.
- a. Build know-how of target applications and customer clusters through well planned broad customer visits and team discussion. Be sensitive to market dynamics and customer requirements and drive the resource internally and externally.
- b. Work with regional marketing on pricing and allocation strategy, to ensure account team enough exposure and treated fair.
- c. Build and maintain relationship with account base, devote to solve customers' problems, plan workshops and management engagement.
- d. Be the champion of Industrial Account base, lead the definition and alignment of Teaching and Leading customers of industries and manage the overall account movement among the customer pyramid.
- e. Coordinate and combine the intelligence and business objectives of whole customer pyramid by working with DEM team and managing the channel partners, ensure the sharing with all the other team leaders.
- f. Manage the customer dynamics and ensure the regular update and report of sale team in the system (MSD), lead and manage the regular review with sales team and the sharing with all the other team leaders.
- g. Participate to program launched by IPC, contribute ideas and coordinate for industrial application relevant topics. Besides, also be willing to take tasks that

At a glance

Location: **Shanghai, (China)**
Job ID: **355928**
Start date: **as soon as possible**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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requires analytical capability and the communication with Business Lines and Product Lines.

- h. Motivate team member to be positive thinking. Understand the challenges that they are faced with and provide suggestion. Point out where they should improve, and fight for resource that can help them to improve.
- i. People development by using the high performance criteria for the future talents and leaders.

Profile

You are best equipped for this task if you have:

- 1. Sufficient managerial and selling experiences in electronics , electrical and industrial products with a decent track record of business growth and accounts development.
- 2. Excellence in leadership influencing as well as communication skills for both internal and external organizations.
- 3. Strong capability to create network across Greater China and global organizations, confident and comfortable in adapting cross-regional/cultural working environment.
- 4. Logical thinking, system understanding, and awareness of process, team player.
- 5. Good command of English in oral and written.

Benefits

- **Shanghai, :** Coaching, mentoring networking possibilities; Wide range of training offers & planning of career development; International assignments; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Flexible working conditions; Medical coverage; On-site social counselling and works doctor, in Wuxi only.; Provision of health tips, health knowledge sharing, annual medical check; Employees in Shanghai are entitled to use a gym located close to the office for free; On-site canteen, in Wuxi only.; Private insurance offers in some sites.; Wage payment in case of sick leave; Corporate pension benefits in some sites.

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.

