



Senior Account Manager, Connected & Secure Solutions (Tier 1 OEMs)

Job description

As a Senior Account Manager, Connected & Secure Solutions (Tier 1 OEMs), you will increase revenue and architectural engagement with our strategic, large market cap customers for the Connected & Secure Solutions division inside Infineon; Does this sound exciting? if so, please apply today!

In your new role you will:

- **Increase revenue and architectural engagement with our strategic, large market cap customers for the Connected & Secure Solutions division inside Infineon**
- Create highly productive processes, strategies, collaboration, and focus - across the entire portfolio of Infineon products to enable total solution enablement
- **Secure high share and establish intimate technology partnerships in several critical growth areas (IoT, AR/VR, wearables, IoT, robotics, security, AI, 5G/Edge, etc.)**
- Present quarterly to executive leadership/management board (high visibility)
- **Lead team go-to-market activities for assigned accounts;** ensure execution of strategies
- Work closely with global account teams, establish priorities; clarify requirements to win, and increase executive relationships with customers

Profile

You are best equipped for this task if you have:

- 8+ years of semiconductor and/or hardware sales, account management, or business development
- **Experience supporting Consumer/IoT customers in the Bay Area is preferred,** with a strong understanding of market trends and industry protocols
- Ability to demonstrate technical understanding of end application architectures
- **Proven track record of defining business potential and executing results with Tier 1 OEMs**
- Experience in designing, developing, communicating, and implementing optimal strategic account plan(s)
- **Effective collaboration across functional groups and many product lines internally is a must**

The Connected Secure Systems (CSS) segment

At a glance

Location: **Milpitas, CA (United States)**
Job ID: **356617**
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: **356617**
www.infineon.com/jobs



offers comprehensive systems for a secure, networked world with a portfolio built around reliable, trendsetting microcontrollers as well as wireless connectivity and security solutions. Over the past decades, CSS has developed microcontrollers, Wi-Fi, Bluetooth, and combined connectivity solutions (known as connectivity combos) and hardware-based security technologies. The products are used in a broad range of applications: from consumer electronics, IoT, and home appliances to IT equipment, cloud security, and networked cars all the way to credit and debit cards, electronic passports, and IDs. With its leading technologies in the areas of computing, connectivity, and security, CSS makes a decisive contribution to protecting today's and tomorrow's networked systems.

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

Benefits

- **Milpitas, CA:** Medical, Dental & Vision Plans; Flexible Reimbursement Accounts (FSAs); Industry leading 401k Employer Contribution/Match; Company Performance Bonus; Holiday Pay & Paid Time Off (PTO); Flexible working conditions, Part-time Options; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Wide range of Training Offers & Career Development Planning; Coaching, Mentoring, Networking Possibilities; International assignments; Basic Life & Dependent Life Insurance; Paid Sick Leave, Accidental Death & Disability Insurance (AD&D); Short-term & Long-term Disability; Employee Assistance Program (EAP); Health Promotion Programs; Reduced Price for Public Transportation

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.



Infineon 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 Infineon or any of our affiliates.

#LI-SM1

