



## Business Development Manager(Sales Account Manager)LocationTokyo

### Job description

In your new role you will: Business development / Account Sales responsibility to Japanese major customer to drive business to achieve Revenue and Design Win Target

- Basic product knowledge of semiconductor is required. Preferred to have knowledge of power IC, Analog IC, MCU, WiFi / Bluetooth & Memory
- Account Management of Key Accounts & Business Development Account Battery/Motor Apps Segment/Consumer/Industrial)
- Drive & Manage Demand Creation Activity with Marketing, Engineer, and Headquarter to achieved Design Win and Revenue Target
- Make Account Plan for Key Accounts & Business Development Account with Account Manager to execute the plan to maximize the revenue of Infineon products (Especially Power and Sensor Systems)
- Relationship Building with customer stake holders and management it for our Future businesses
- Have the ownership spirit & drive business with customer, distributor, and internal resources

### Profile

You are best equipped for this task if you have:

- Native Japanese Speaker with excellent communication skill
- TOEIC700) / Business English skill (Email/Reading Manual/Conversation/Phone conversation/Teleconference /Presentation)
- 3-6 3-6 years of Sales experience in Semiconductor Industry
- PC Excel, PowerPoint, etc.)
- / Team Working
- / Bachelor Degree or Master Degree
- High motivation and eager to Account Sales for Key Accounts

### At a glance

Location: **Tokyo (Japan)**  
Job ID: **358871**  
Start date: **Sep 01, 2022**  
Entry level: **3-5 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: **358871**  
[www.infineon.com/jobs](https://www.infineon.com/jobs)



## Benefits

- **Tokyo:** 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, certain conditions apply; Monthly works doctor visit, annual flus shot & medical check-up; Various restaurants in our office building; Aflac insurance from health insurance associates; Wage payment in case of sick leave

## 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.

