



Senior Account Manager Automotive (f/m/div)*

Job description

Do you like to interact with customers and shape the future of mobility? You have a passion for E-Mobility, Autonomous Driving, Connectivity and Security? Then we are offering the right job opportunity for you since more than 80% of all innovations in a car are driven by semiconductors. As a Senior Manager Account Management Automotive you will be responsible for a global acting automotive supplier. You are not only in charge for sales and customer support of semiconductor products at Infineon - you are the driver for environmentally friendly and innovative solutions of tomorrow.

In your new role you will:

- **Be responsible for a defined business area of the customer** (revenue growth, design-win target achievement) and **function as central contact person** regarding all needs and requirements
- **Define, implement and monitor an appropriate sales strategy and customer portfolio** for Europe in alignment with the European Account Manager to achieve the targeted goals and maximize Infineon's business
- **Identify, analyze, execute and manage projects with high growth potential** and assign the organization's demand creation resources and competencies to **maximize the design wins**
- Be the **Trusted Advisor** and **develop and secure a sustainable network and relationships** at the customer to get early visibility of new business opportunities
- **Negotiate customer contracts on management level** in alignment with relevant internal stakeholders
- **Consult the customer on technical and business issues** and transform requirements into solutions in close cooperation with other divisions and departments (e.g. Marketing, Field Application Engineering, Quality).
- Prepare key figures (turnover, design-win) on the basis of **regular reporting** as well as **identify and present new business potentials**

This job is suitable for full- and part-time.

Profile

You are a proactive, self-driven character striving to get things done and enjoy working in a complex, demanding field of work. You feel attracted by new ways and novel solutions and want to make a real impact. While putting the customer at the heart of your thoughts and actions, you recognize profitable and strategic business opportunities and realize them thanks to strong decision-making and analytical skills, even in uncertain situations.

Beyond, you are best equipped for those tasks if you have:

At a glance

Location: **Munich (Germany)**
Job ID: **359700**
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: **359700**
www.infineon.com/jobs

Contact

Alina Seifried
Team Lead Talent Attraction



- A university degree in **electrical engineering, industrial engineering, physics** or similar
- At **least 6 years of professional experience in account management, field application engineering or technical marketing**, ideally in the semiconductor industry with focus on automotive customers
- Always see a **"no" from the customer as an incentive to find solution-oriented ways to "turn the tide"** and gain the **enthusiasm of the customer**
- Deep **understanding of the market and competitor landscape**
- Very good **communication, presentation and negotiation skills** on all hierarchical levels
- **High customer orientation**
- **Fluent in English**, German skills as a plus
- **Willingness to travel**

Benefits

- **Munich:** 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; Home office options; Part-time work possible (also during parental leave); Sabbatical; On-site creche and kindergarden with 120 spots, open until 6pm; Holiday child care; On-site social counselling and works doctor; Health promotion programs; On-site gym, jogging paths, beachvolleyball, tennis & soccer court; On-site canteen; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Flexible transition into retirement ; Performance bonus; Reduced price for public transport and very own S-Bahn station; Access for wheelchairs

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.

– **Automotive (ATV)** shapes the future of mobility with micro-electronics enabling clean, safe and smart cars –

Semiconductors are essential to realize key trends like eMobility, automated driving and secure, connected cars. Infineon ATV is the #1 semiconductor partner in the fast-changing automotive world, based on our system knowledge coupled with our passion for innovation and quality. We are a key driver in the ever-advancing pace of digitalization in the automotive industry.

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

** The term gender in the sense of the General Equal Treatment Act (GETA) or other national legislation refers to the biological assignment to a gender group. At Infineon we are proud to embrace (gender) diversity, including female, male and diverse.*

