



## Distribution Sales for Automotive Account (Location : Tokyo)

### Job description

In your new role you will: be responsibility for Distribution management for Automotive Accounts

Increase in responsibilities as well as depth and breadth of tasks with competency level and technical expertise acquired through professional experience on the job according to targeted role

- Relationship Management:
  - Understands the customer profile (structure, organization, strategy, finance, semiconductor consumption, etc.), provides Infineon with all relevant information, keeps the customers contacts database up to date.
  - Secures, directly and / or through the contribution of other organizations competencies, the Infineon access to all relevant decision centers of the customer.
  - Secures through regular visits the maintenance of appropriate and professional relationships with the relevant customers departments and people and gets early visibility of new projects and business opportunities.
- Business Opportunities Development:
  - Reviews all business relevant aspects on a regular basis. - Identifies, assesses and manages business opportunities. Co-ordinates necessary resources (Field Application Engineers) in order to achieve design wins.
  - Negotiates on all contractual issues and quotations with the customer.
- Planning: Prepares the customer bottom-up sales plan (budget) and monitors it on regular basis.
  - Carries out the internal customer monthly reviews with all organizations relevant people and monitors / secures the fulfillment of all action items (design-ins, bookings, billings, service and quality issues).

### Profile

You are best equipped for this task if you have:

- Native Japanese Speaker with excellent communication skill
- Business English skill (Email/Reading Manual/Conversation/Phone conversation /Teleconference) TOEIC720)
- 5 years of work experience in Semiconductor industry (Sales, Marketing or FAE) 5FAE
- Distribution Management

### At a glance

Location: **Tokyo (Japan)**  
Job ID: **359965**  
Start date: **Sep 01, 2022**  
Entry level: **5+ years**  
Type: **Full time**  
Contract: **Permanent**

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Job ID: **359965**  
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- PC Skill(Excel, PowerPoint, etc.)
- Team Working /
- Bachelor Degree or Master Degree /

## 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 flu 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.

