



Manager Partnership & Ecosystem Management

Job description

In your new role you will:

1. Build and maintain ecosystem partner network with effective ownership
 - a) Align the needs for ecosystem partners, including application solution design partner and Go-to-Market partner with internal stakeholders for focus areas.
 - b) Define partner development strategy and plan based on the alignment.
 - c) Recruit partners according to the plan.
2. Create Infineon products-based application solutions thru partnership
 - a) Collect customer needs and market insights from sales and marketing teams
 - b) Identify and align business impacting unmet needs
 - c) Determine and drive design partners to create Infineon products-based solutions to meet the needs
 - d) Coordinate technical support to ensure design partners' development
3. Run the ecosystem network to fan design partner solutions out to more customers for business development and revenue growth
 - a) Map design partner solutions onto System Integrators and Go-to-Market partners' business opportunities/projects
 - b) Coordinate internal and external resources to support the scale up activities
 - c) Conclude successful business models from the past cases and promote the models in new projects to support partners' solution scale up
 - d) Conduct relevant forums, conferences, roadshows and exhibitions to promote Infineon and design partner solutions to the ecosystems.

Profile

You are best equipped for this task if you have:

1. Strong willing to dedicate to innovation and able to learn new technology
2. Passionate commitment to the results, strong customer obsession and ownership
3. Good communication, presentation skills, able to articulate complex concepts to cross functional audiences
4. Good team spirit and coordination skills, enjoy and able to work in complex organization matrix
5. Fluent in both oral and written English
6. Bachelor or above degree, in EE, CS and/or Business
7. 10 years working experience, including 5 years partner/alliance, business development and/or sales/marketing experience
8. Good technical background and insights
9. Experience working in AIoT, consumer electronics, smart home/building industries is a plus
10. Experience working in MNC company is a plus

Benefits

At a glance

Location: **Shenzhen, (China)**
Job ID: **360254**
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: **360254**
www.infineon.com/jobs



- **Shenzhen,** : 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.

