



Sales Account Manager

Job description

As a Sales Account Manager, you will take ownership of the Infineon Customer interface with an emphasis on managing the account as well as developing key relationships; Does this sound exciting? If so, please apply today!

In your new role you will:

- Bachelor of Science, Electrical Engineering preferred, but not required.
- 5+ years of experience in **sales**.
- 3+ years of experience selling **semiconductors to the automotive industry**.
- Indirect **management experience** is a plus.
- Good interpersonal and communication skills to interface with customers and support groups within Infineon.
- Understanding of **automotive electrical and electronics systems**.
- Excellent computer skills including strong knowledge of Microsoft Office.
- Superior organizational skills.
- Ability to work independently and within a team.
- Domestic and International travel required.

Profile

You are best equipped for this task if you have:

- Take ownership of the Infineon Customer interface with an emphasis on **managing the account as well as developing key relationships**.
- Driving and leading all aspects of demand creation.
- Drive all aspects of automotive business at targeted accounts with a special emphasis on **Power Semiconductors, Microcontrollers, and Sense and Control applications**.
- Work closely with several groups within Infineon to ensure success with the customer.
- Be responsible for demand fulfillment, including, but not limited to, the coordination of customer and field quality support, **PCNs, logistics topics, forecasts, and managing accounting** issues and part shortages.
- Manage and drive contract negotiations, support system cost reduction initiatives, and manage the overall quoting process.
- Work with **global sales teams, internal sales, marketing, and application engineering to develop and execute account strategies** and new business opportunities.

At a glance

Location: **Livonia, MI (United States)**
Job ID: **360655**
Start date: **Aug 15, 2022**
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: **360655**
www.infineon.com/jobs



- Mentor and coordinate **Field Sales Engineers** to drive Infineon strategies.
- Understand customer systems and requirements to propose Infineon system solutions and value propositions to meet their needs.
- Establish and develop key relationships at all levels between Infineon and customers, including but not limited to **Purchasing, Engineering, Program Management, Sales, Management, Quality, and Operations**.
- Develop relationships within Infineon product groups, service organizations, and headquarters.
- Stay current on Infineon's product offering and influence product roadmaps to align with customer needs and long-term strategies.

Automotive (ATV) shapes the future of mobility with microelectronics enabling clean, safe, and smart cars –

Our semiconductors are essential for supporting the automotive megatrends: electromobility, automated driving, connectivity, and advanced security. They link the real and the digital world, driving the ever-advancing pace of automotive digitalization. Infineon ATV is the number one semiconductor partner in the fast-changing automotive world, based on our system knowledge and our passion for innovation and quality.

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

Benefits

- **Livonia, MI:** 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; Health promotion programs 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.

We make life easier, safer and greener – with technology that achieves more, consumes less and is accessible to everyone. Microelectronics from Infineon is the key to a better future. Efficient use of energy, environmentally-friendly mobility and security in a connected world – we solve some of the most critical challenges that our society faces while taking a conscientious approach to the use of natural resources.

Cypress Semiconductor Corporation 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 onboarding 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.

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