



## Manager,Sales

### Job description

Developing Distribution strategy for PSS C & amp ;MM in GC Specific Dist/Dists, Maximize the business for PSS.

- DEM GC PSS C & amp; MM Account Manager
- Developing Distribution strategy for PSS C & amp ;MM in GC Specific Dist/Dists, Maximize the business for PSS.
- Driving and implementing GC PSS Go Wider Program in C & amp; MM customer, with result orientated by digitalized KPI and Dashboard for Distributor(s) activity tracking.
- Developing competence of Distribution partners by arranging different kind of trainings, workshop, application/solution development and key customers penetration.
- Aligning PSS Application & Product Strategy as well as product roadmap suggestion for C & amp; MM in GC.
- Managing the market dynamics and creating the intelligence strategy for PLs in order to have out-performance result.
- Supporting all divisions for the cross selling and Synergy Application in PSS lead application and customers.
- Built up the trust channel partner relationship between distributors and IFX in high level management team.

### Profile

- 1.10+ years of Sales or Marketing experience in power, sensor and controller related fields
- 2.University degree (Bachelor, Master) in Electronic or Electrical Engineering
- 3.Deep understanding on the Dist partner and how to drive the biz growth through them
- 4.Energetic, self-motivated, strong problem-solving skills, strategic thinking and result oriented
- 5.Strong negotiation/alignment skill to drive the strategy implementation in Distributor C & amp; MM
- 6.Excellent presentation & communication skills, an excellent team player and able to work under pressure
- 7.Fluency in spoken & written English

### Benefits

### At a glance

Location: **Taipei (Taiwan)**  
Job ID: **360930**  
Start date: **as soon as possible**  
Entry level: **5+ years**  
Type: **Full time**  
Contract: **Permanent**

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- **Taipei:** 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 (also during parental leave); Medical coverage; On-site social counselling and works doctor; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Performance bonus

## Why Us

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