



## Director, Sales Operations

### Job description

Define and support the process of onboarding/offboarding partners and VAR for Greater China region

- Define and support the process of onboarding/offboarding partners and VAR for Greater China region
- Responsible for Channel strategy and operation in GC regions for all 4 divisions (all PLs).
- Manage the process and operation of distribution portfolio (28 Distributors) including global, regional and local distributors for all markets (direct, Joint account, core and mass market), install Infineon mindshare at distributors.
- Define local program (Incentive, Channel and customer class program) to grow business including RC strategy
- Define and implement process for DEM strategies
- Manage the operation of Marcom activities with Distributors
- Responsible for the data quality of all DEM reports in GC
- Project manager for annual distributor Goal alignment (GA)
- Organization development with people management for development in functional competencies and personal careers
- Direct supervising the internal sales organization of GC
- Customer facing to distributions for process streamline, Customer Relationship Management implementation and analytic

### Profile

- Degree in electrical engineering / - Business degree also possible.
- Approximately 15+ years in professional experience preferably in related industry
- Over 10 year of sales or marketing management experience
- Business knowledge in distribution management, customer management, solution selling, negotiation with customers, planning and execution.
- Able to identify problems from trends/data
- Good knowledge and experience in understanding business environment, governmental influence and legislations affecting industry and customers
- A proven senior manager capable of interpret sales strategy, at the same time hands-on in implementation plans and tracking sales results
- Possess the ability/soft skills to lead with matrix resources

### Benefits

- **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

### At a glance

Location: **Taipei (Taiwan)**  
Job ID: **360942**  
Start date: **Sep 01, 2022**  
Entry level: **5+ years**  
Type: **Full time**  
Contract: **Permanent**

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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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