



## Manager Sales

### Job description

Manager Sales

#### In your new role you will:

- This is a new created role after Cypress acquisition, hold overall sales responsibility to synergize selling activities of ex-Cypress and IPC product portfolios for IPC GC owned accounts across broad application span of home appliances, industrial and infrastructure.
- Create sales strategy with “solution offering” in a hybrid of power, control and connect product mix considering the combining product offerings of Infineon and ex-Cypress.
- Cooperate seamlessly with account management team and FAE team of IPC GC to achieve financial targets of revenue, design-win, forecast accuracy, as well as customer satisfaction goal.
- Work very closely with regional marketing and PLs across all IFX divisions of IPC, DSS, PSS and ATV to get sufficient commercial, technical and operational support to win customer's choice.
- With thorough customer system understanding to initiate new product ideations and work with business development, application/product marketing and engineering teams at both Greater China and Headquarter to incubate NPI projects.

### Profile

#### You are best equipped for this task if you have:

- Sufficient business experiences in electronics, electrical, and/or semiconductor industry with a decent track record growing business and/or customers in relevant applications; Experience of MCU, connectivity and power semiconductor will be a plus.
- Excellence in communication in both internal and external, power of influencing without authority.
- Logical thinking, system understanding, and awareness of process; A very capable team player.
- Ability to create network across Greater China and global organizations, and to deal with people from various culture and background.
- Good command of English in oral and written.

### Benefits

#### At a glance

Location: **Shanghai, (China)**  
Job ID: **363051**  
Start date: **as soon as possible**  
Entry level: **3-5 years**  
Type: **Full time**  
Contract: **Permanent**

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Job ID: **363051**  
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- **Shanghai, :** 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.

