



## Specialist Account Management (f/m/div)\*

### Job description

Do you have a quick grasp and an analytical way of working? Do you have customer interest, negotiation talent as well as communication skills? Technical topics, especially in the area of semiconductor and system solutions sound exciting to you? Then this is the right new challenge for you! Become part of our sales team and seize the opportunity to combine your technical knowledge with your commercial skills.

In your new job you will:

- **Be part of an international Account Team** within our Power and Sensor Systems division
- **Sell** Infineon technologies by **finding new business opportunities** at our Pan-European customer base in Industrial, Consumer and Automotive markets
- **Manage and drive contract** and **pricing** negotiations
- Contribute as a **digital native** and take part **to change on how to sell in the digital age**
- **Increase** the amount of engineering **contacts at your customer** and **convert** those interactions **to tangible business opportunities**
- Contribute to the **development of the account strategy plan (5y)** and plan your sales activities and tactics to make sure the **account plan** is executed
- Understand **customer needs** and **applications** and **communicate back into the multiple Product Lines at Infineon**
- **Network** internally and externally and be an integral part in the Account Team

### Profile

You focus your efforts on finding solutions that offer added value for both the customer and Infineon while promoting awareness for quality. You see yourself as the key integrator enabling the bridge between customer, sales and division by putting a strong emphasis on a deeply structural approach to your customers, addressing issues with your technical background and expertise. You commit yourself with great determination to the results of your team and the company as a whole, are personally committed to the customer's concerns and award them a high priority, while at the same time cooperating across boundaries and appreciating the contributions of team members.

You are best equipped for this task if you have:

- A higher technical school (HTL) or **university degree** in **electrical engineering** or **industrial engineering** which will give you the needed basis for this task, ideally with a strong familiarity of the power management market

### At a glance

Location: **Villach (Austria)**  
Job ID: **61177**  
Start date: **as soon as possible**  
Entry level: **1-3 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: **61177**  
[www.infineon.com/jobs](http://www.infineon.com/jobs)

### Contact

Mag. Elisabeth Koestenbauer



- **A natural technical affinity** which gives you the needed standing for client negotiations and presentations
- First working experience in **sales, marketing, business development** or **field application engineering**, but most importantly curiosity for technology
- **Joy in taking the initiative** and **working in a team, thrive on bringing the results**
- **The ability to present even complex issues effectively** supporting you in alignments with internal and external stakeholders
- **Enthusiasm and passion to work with customers**
- **Excellent English skills**

**We are filling this position through one of our leasing partners**

. A valid work permit for Austria or EU citizenship is a prerequisite. Our partner offers a payment in accordance with the collective salary and wage agreement for employees of the electrical and electronics industry, employment group F-G (<https://www.feei.at/wp-content/uploads/2021/04/minimum-salaries-white-collar-workers-2021.pdf>).

