

Driving decarbonization and digitalization. Together.



Senior Sales Manager

Job description

a. Understand distributor's value proposition and their strengths in applications and end-markets to exploit all business opportunities b. Develop, implement and maintain a multi-year business plan for Mass Market - India c. Define, drive and execute demand creation strategies with Distributors. Ensure application focus, regional focus Mass Market are covered.

In your new role you will:

1. Develop and execute Mass Market Marcom programs (customer/industry events, seminars & trainings,...)
2. Alignment with internal stakeholder interfaces of joint strategy and action plan
3. Monitor and highlight changes in the demand creation sales process with the distribution partner resulting from digitization. Develop joint activities on digital enhancement of the demand creation sales process and define support requirements for Infineon
4. Develop demand generation/customer journey plan(s) according to defined partner strategy(ies) within the defined budget. Align with Distributor(s) and Infineon required support, drive actions in collaboration with internal organization, monitor status and results

Profile

You are best equipped for this task if you have:

- Professional experience in sales and management, ideally in working for Distributor or Semiconductor manufacturer in Distribution Sales
- Strong communication skills - fluent in English (spoken and written), multilingualism would be an asset
- Ability to apply a variety of interpersonal skills also at higher management levels to effectively direct/ persuade / influence others
- Excellent coordination and communication skills to address partners and internal teams
- Affinity for digitization and innovation to meet changing (customer) demands
- Ability to travel 50%+ of the time

Benefits

- **Bangalore:** Coaching, mentoring & networking possibilities ; Wide range of training offers & planning of career development; Regional and local talent

At a glance

Location: **Bangalore (India), Delhi (India)**
Job ID: **HRC0566798**
Start date: **as soon as possible**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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Job ID: **HRC0566798**
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programs; International assignments; Career paths: Management career, Project management career, Technical ladder career, Individual contributor career, Professional career; Flexible work timing, Part time work, Work from home; Home office; Health & wellness reimbursement, Employee motivation forum, Spoorthi – Diversity club, Master health check up, Health promotion campaigns; Crèche facility; Annual success bonus; Medclaim (dependents & top up), Personal accident, Term life; National Pension Scheme; Health promotion programs; Statutory benefits; Access for wheelchairs; On-site canteen; Paid sick leave, long term illness leave; On site Yoga classes, Sports club

Why Us

Driving decarbonization and digitalization. Together.

Infineon designs, develops, manufactures, and markets a broad range of semiconductors and semiconductor-based solutions, focusing on key markets in the automotive, industrial, and consumer sectors. Its products range from standard components to special components for digital, analog, and mixed-signal applications to customer-specific solutions together with the appropriate software.

We are on a journey to create the best Infineon for everyone.

This means we embrace diversity and inclusion and welcome everyone for who they are. At Infineon, we offer a working environment characterized by trust, openness, respect and tolerance and are committed to give all applicants and employees equal opportunities. We base our recruiting decisions on the applicant's experience and skills.

Please let your recruiter know if they need to pay special attention to something in order to enable your participation in the interview process.

[Click here](#) for more information about Diversity & Inclusion at Infineon.

