

Driving decarbonization and digitalization. Together.



Senior Manager Account Management

Job description

As a Sr. Mgr Acct Mgmt, you will develop and execute account growth strategies aligned with CMA, PL's, FAE's and leadership. Does this sound exciting? If so, please apply today!

In your new role you will:

Joint Account Manager

- Account Strategy
- Develop and execute account growth strategies aligned with CMA, PL's, FAE's and leadership
- Communicated through the Bluebook process
- Define top opportunity pursuits and associated needs to capture
- Develop Block Diagrams with FAE's for key opportunities
- Capture key metrics such as forecast, SAM
- Define the Customer's key decision making team

Price Management

- Action RFQ's
- Establish optimal pricing strategy (ie. VPA, Cost Plus, incremental quotes, etc)
- Manage ECP expectations
- 5 year forecasting
- Work with Area Sales Director on forecast by BU
- Ensure forecast aligns with S&OP entries

Pipeline Management

- Ensure MSD data is accurate
- Ensure IDIS data is accurate
- Communicate needed changes to DSM's and Channel FSR's
- Participate in pipeline reviews with CMA/PL's and be prepared to speak to status and needs of each opportunity
- Continuously collaborate with channel on new business pursuits
- Manage level of channel engagement (DC or DF)
- Align with DSM's on DREG management

Program Management

At a glance

Location: **Chicago, IL (United States), Livonia, MI (United States)**

Job ID: **HRC0688956**

Start date: **as soon as possible**

Entry level: **5+ years**

Type: **Full time**

Contract: **Permanent**

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Job ID: **HRC0688956**

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- Ensure safe launch of new programs
- Ensure Distri's have backlog to support programs
- Work with PL's and CMA to optimize product life cycles, inclusive of ECP considerations
- Assist with PCN & PD communication/management
- Ensure quality events are routed/actioned correctly and assist with containment communication
- Drive P2S
- Work with FAE's, CMA's, PL's, and/or AGM
- Support/encourage block diagramming efforts

Profile

You are best equipped for this task if you have:

- BSEE degree or equivalent
- 7+ years of experience in Automotive Sales or Field Application Engineering, developing business with Tier 1 Customers
- Excellent written and verbal communication skills
- Strong knowledge of Microsoft Office and general computer skills
- Good interpersonal skills to interface with customers and support groups within Infineon
- Understanding of automotive electrical and electronics systems
- Excellent computer skills
- Superior organizational skills
- Ability to work independently and within a team
- Domestic and International travel required

– Automotive (ATV) shapes the future of mobility with microelectronics enabling clean, safe, and smart cars –

The ATV division is shaping the future of mobility by enabling clean, safe, and smart cars. Its product and solution offering is powering the decarbonization and digitalization of vehicles. By driving the transition to hybrid and purely electric vehicles, ATV is making a valuable contribution to cleaner roads. ATV is also increasingly digitalizing cockpit, infotainment, comfort, and lighting applications as it takes automated driving to the next stage with higher levels of connectivity, security, and safety.

The ATV portfolio integrates sensors, microcontrollers, high-performance memories for specific applications, power semiconductors based on silicon and silicon carbide, as well as components for human-machine interaction and vehicle connectivity. Infineon is the world leader in automotive semiconductors. [Click here](#) for more information about working at ATV with interesting employee and management insights and an overview with more #ATVDreamJobs.

Benefits

- **Chicago, IL:** Medical, Dental & Vision Plans; Flexible Reimbursement Accounts (FSAs); Industry leading 401k Employer Contribution/Match; Company Performance Bonus; Holiday Pay & Paid Time Off (PTO); Flexible Working Conditions, Part-time Options; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Wide range of Training Offers & Career Development Planning; Coaching, Mentoring, Networking Possibilities; International assignments; Basic Life & Dependent Life Insurance; Paid Sick Leave, Accidental Death & Disability Insurance (AD&D) ; Short-term &



Long-term Disability ; Employee Assistance Program (EAP) ; Health Promotion Programs ; Reduced Price for Public Transportation

- **Livonia, MI:** Medical, Dental & Vision Plans; Flexible Reimbursement Accounts (FSAs); Industry leading 401k Employer Contribution/Match; Company Performance Bonus; Holiday Pay & Paid Time Off (PTO); Flexible Working Conditions, Part-time Options; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Wide range of Training Offers & Career Development Planning; Coaching, Mentoring, Networking Possibilities; International assignments; Basic Life & Dependent Life Insurance; Paid Sick Leave, Accidental Death & Disability Insurance (AD&D) ; Short-term & Long-term Disability ; Employee Assistance Program (EAP) ; Health Promotion Programs ; Reduced Price for Public Transportation

Why Us

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.

We look forward to receiving your resume, even if you do not entirely meet all the requirements of the job posting.

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.

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Infineon Technologies Americas Corp., is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy, childbirth, or related medical conditions), gender identity, national origin, ancestry, citizenship, age, physical or mental disability, legally protected medical condition, family care status, military or veteran status, marital status, domestic partner status, sexual orientation, or any other basis protected by local, state, or federal laws.

Employment at Infineon is contingent upon proof of your legal right to work in the United States under applicable law, verification of satisfactory references and successful completion of a background check and drug test, and signing all your onboarding documents.

In some instances, if applicable, U.S. export control laws require that Infineon obtain a U.S. government export license prior to releasing technologies to certain persons. This offer is contingent upon Infineon's ability to satisfy these export control laws as related to your employment and anticipated job activities. The decision whether or not to submit and/or pursue an export license to satisfy this contingency, if applicable, shall be at Infineon's sole discretion.

Infineon Technologies takes data privacy and identity theft very seriously. As such, we do not request personally-identifiable information (PII) from applicants over the internet or electronically. Please kindly refrain from disclosing your PII electronically during the application process or to unauthorized websites that may purport to be Infineon or any of our affiliates.

