

Driving decarbonization and digitalization. Together.



Senior Manager Contract Management (w/m/div)

Job description

You want to achieve the best possible results for your customers in contract negotiations and identify potential risks in the process? You are as binding as you are assertive, you have a quick grasp of things and you have sound experience in project management? As a Senior Manager Contract Management, you will support our team in the Group Contract Management in drafting and negotiating contracts in an international environment. In doing so, your tasks will go far beyond the administrative: you will keep an eye on both commercial, technical and tactical aspects, maintain an overview, and consider the perspectives of a wide range of stakeholders. Does this sound like an exciting task for you? Then we are very much looking forward to getting to know you!

In your new role you will:

- **First point of contact for all business contract-related enquiries**; clarification of all contract-related issues before and after conclusion of the contract
- **Overall contract project management** responsibility with worldwide customers and partners (e.g. from consulting on business concepts to contract signature)
- **Development of negotiation strategies with cross-functional negotiation team**, leading complex contract negotiations, strategic projects and customer meetings
- **Consult with division contacts** on status of contract negotiations & contract topics
- **Transfer your experience** from contract landscape knowledge and concluded contract projects **to consult top management** on designing and improving contract concepts and business models
- **Identifying and assessing risk-related areas** during the contract negotiation and life cycle with the required internal counterparts

Profile

You approach your work systematically and with foresight, searching for the best solution together in a team, respecting different attitudes and points of view and using the resulting creative potential. Your convincing conduct and assertiveness coupled with a diplomatic approach to discussions will lead you successfully to your goals.

You are best equipped for those tasks if you have:

- A **degree in engineering, economics or law** or equivalent
- At **least 6 years of professional experience** in **project management**, including **4 years** of functional experience in **contract management**

At a glance

Location: **Munich (Germany)**
Job ID: **HRC0725435**
Start date: **as soon as possible**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

Apply to this position online by following the URL and entering the Job ID in our job search. Alternatively, you can also scan the QR code with your smartphone:

Job ID: **HRC0725435**
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Contact

Julie Danielsen Larsen
Recruiter



- A very **confident and competent conduct in complex negotiations**
- Experience in working with **cross-functional and global teams** as well as a confident approach to decision makers at all hierarchical levels
- **Enjoy working with contracts and contract content** as well as a confident demeanor and presentation skills
- The ability to find **compromises with all relevant stakeholders in complex technical and legal matters**
- **Strong business focus, solution and problem-solving** oriented with ability to assess contractual topics
- **Dedicated negotiator** experienced in complex client scenarios **with strong influencing skills**
- Fluent in written and spoken **English**

Benefits

- **Munich:** 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; Home office options; Part-time work possible (also during parental leave); Sabbatical; On-site creche and kindergarden with 220 spots, open until 5:30pm; Holiday child care; On-site social counselling and works doctor; Health promotion programs; On-site gym, jogging paths, beachvolleyball, tennis & soccer court; On-site canteen; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Flexible transition into retirement ; Performance bonus; Reduced price for public transport and very own S-Bahn station; Access for wheelchairs; Possibility to work remotely from abroad (EU)

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.

Legal & Patent ensures Infineon legal protection in every respect as a central function. The Legal Department advises the management, the subsidiaries, the individual divisions, central service providers and other organizational units of Infineon Technologies AG with regard to legal and contractual matters. The Patent Department manages creation, maintenance and use of Infineon's intellectual property rights, such as patents and trademarks, licensing of patents and technical know how and safeguards freedom to operate for Infineon's businesses.

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.

