



Manager Regional Distribution Marketing (f/m/div)*

Job description

You want to support us in delivering security for the connected world? You are passionate about making a valuable contribution to the expansion of our Connected Secure Systems products in the distribution channel? Join our EMEA sales team within the Connected Secure Systems Division (CSS) as Regional Distribution Marketing. In this position you will drive growth within the EMEA region by planning and executing the distribution strategy together with Technical Marketing, Sales and Distribution Account Management.

In your new role you will:

- **Plan and execute the distribution strategy** for wireless, industrial MCU, security and smartcard products
- **Support relationships with and training of regional distributors** in coordination with the distribution sales team
- Derive **proposals for business models, go-to-market materials, tools and products** with high potential to win business for Connected Secure Systems products within EMEA
- **Perform business analytics** and initiate, drive and support activities to grow the business pipeline together with all stakeholders for all relevant applications and markets
- **Design and execute distribution marketing activities in the region** especially in close cooperation with product, technical and digital marketing teams
- **Participate in business reviews** with sales and distributors to identify the technical support needed to grow the number of design-wins, needed go-to-market materials, tools and products

Profile

You put the customer at the heart of your thoughts and actions, you demonstrate strong communication skills, and know how to establish sustainable relationships and networks both inside and outside of the company. With a passion for profit and the ability to make strategic decisions under uncertainty, you are able to drive the business forward. Furthermore, you have the passion and the courage to develop new and creative ideas besides being able to inspire and convince others.

Beyond, you are best equipped for those tasks if you have:

- **A degree** in marketing, economics, electrical engineering or microelectronics
- At least **5 years of work experience in (distribution/channel/partner) sales or in a regional, technical or product marketing role** within the semiconductor industry

At a glance

Location:

Job ID: **324480**

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:

Job ID: **324480**
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Contact

Alina Seifried

Team Lead Talent Attraction



- **Good technical understanding** of microelectronics, preferably of wireless / MCU's for connected secure systems
- **Good knowledge of the electronic component distribution business** and of the mechanisms in the respective market
- **Strong communication and presentation skills**
- **Ability to establish lasting relationships** and networks in a complex environment
- **Fluent in English and German**

Benefits

- **Munich:**

Why Us

Part of your life. Part of tomorrow.

We make life easier, safer and greener – with technology that achieves more, consumes less and is accessible to everyone. Microelectronics from Infineon is the key to a better future. Efficient use of energy, environmentally-friendly mobility and security in a connected world – we solve some of the most critical challenges that our society faces while taking a conscientious approach to the use of natural resources.

– Connected Secure Systems (CSS) delivers security for the connected world –

The **Connected Secure Systems (CSS)** segment offers comprehensive systems for a secure, networked world with a portfolio built around reliable, trendsetting microcontrollers as well as wireless connectivity and security solutions. Over the past decades, CSS has developed microcontroller, Wi-Fi, Bluetooth and combined connectivity solutions (known as connectivity combos) and hardware-based security technologies. The products are used in a broad range of applications: from consumer electronics, IoT and home appliances to IT equipment, cloud security and networked cars all the way to credit and debit cards, electronic passports and IDs. With its leading technologies in the areas of computing, connectivity and security, CSS makes a decisive contribution to protecting today's and tomorrow's networked systems.

[Click here](#) for more information about working at CSS with interesting employee and management insights and an overview with more #CSSDreamJobs.

** The term gender in the sense of the General Equal Treatment Act (GETA) or other national legislation refers to the biological assignment to a gender group. At Infineon we are proud to embrace (gender) diversity, including female, male and diverse.*

