



Junior Digital Inside Sales Manager (f/m/div)*

Job description

As Junior Digital Inside Sales Manager within our Industrial Power Control (IPC) business division, you will have the opportunity to contribute to a new organizational sales setup, leverage digitalization and try the latest digital equipment and methods (like digital whiteboards, smart glasses, customer internet platforms etc.). You will have the freedom to explore new ways of customer collaboration and implement targeted measures to support defined Infineon accounts.

In your new role you will:

- Pro-actively deploy **Infineon's digital sales strategy and apply digital methods** to build **trusting relationships** with our customers and to **cover their needs**
- Cover your **customer needs** and create **design-ins for Infineon products**
- Contribute to the **5 years customers strategy**
- Support **yearly price negotiations** together with our pricing specialists
- Take care of **accurate planning** based on customer demand
- Closely collaborate with **internal interfaces/experts** to solve your customers' problems

Profile

You are a proactive, self-driven team player striving to get things done and enjoy working in a complex, demanding field of work. You feel attracted by new ways and novel solutions and want to make a real impact. While putting the customer at the heart of your thoughts and actions you recognize profitable and strategic business opportunities and realize them thanks to strong decision-making and analytical skills, even in uncertain situations.

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

- A **degree in Electrical Engineering, Industrial Engineering or similar**
- **0 - 3 years of practical experience in technical sales, digital sales or inside sales**
- A **passion for digitalization, collaboration and networking**
- Experience with **digital tools, social media and web analytics** is a plus
- An **analytical and data-oriented mindset** to drive business
- **Fluent English skills** and at least **good German skills**

Benefits

At a glance

Location:

Job ID: **332165**

Start date: **as soon as possible**

Entry level: **0-1 year**

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: **332165**
www.infineon.com/jobs

Contact

Alina Seifried

Team Lead Talent Attraction



- **Langen:** 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); Health promotion programs; Medical coverage; Wage payment in case of sick leave; Corporate pension benefits; Performance bonus; Access for wheelchairs

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.

– Industrial Power Control (IPC) empowers a world of unlimited energy –

Power semiconductors play a crucial role in increasing efficiency and reducing energy losses along the whole energy conversion chain.

As the global leader in power semiconductors, Infineon **IPC** delivers leading products and solutions for smart and efficient energy generation, transmission and consumption. We strive to make this planet a greener place where sufficient energy is accessible to everyone – wherever and whenever they need it.

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

** 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.*

