



Manager, Sales and Marketing Operations

Job description

The Divisional Leader of PSS is seeking to hire for his Manager of Sales and Marketing Operations position. Are you a curious problem solver with a track record of driving sales performance and efficiency improvements across large teams? If so, Apply today!

In your new role you will:

Please Note:

Remote work style is in consideration for hires outside of the bay area

- Track record of developing and driving new tools and processes to improve sales efficiency
- Capability to work independently and interdependently in a fast-moving environment
- Manage a cadence of business deliverables and projects from regional to global sales and marketing teams
- **Manage core business deliverables and core planning processes in the Americas region across sales and marketing channels**
- Work with local and global divisional sales, distribution marketing, and finance teams to track performance and support the execution to compensation targets
- Work with local and global teams on tools & processes optimization to achieve enhanced business predictability and sales and marketing productivity
- Proactively identify improvement opportunities for existing processes and help implement changes that drive efficiency
- **Represent regional needs in global sales capability development projects**
- **Support regional leaders in sales enablement activities and projects**

Profile

You are best equipped for this task if you have:

- **Experience in direct sales and distribution management operations B.S. or M.S. in a business-related or quantitative field**
- Willingness to clearly communicate, work across cultures, influence stakeholders without direct authority
- **Experience with CRM tools: Salesforce, Microsoft Dynamics**
- **Experience in working with Excel or similar business intelligence tools (Tableau, Qlik) to perform quantitative analysis**
- Excellent project or program management experience

At a glance

Location:

Job ID: **344537**

Start date: **as soon as possible**

Entry level: **3-5 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: **344537**

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Infineon Power & Sensor Systems (PSS) semiconductors play a vital role in enabling intelligent power management, smart sensitivity as well as fast and reliable data processing in an increasingly digitalized world.

Our leading-edge power devices make chargers, adapters, power tools and lighting systems smarter, smaller, lighter and more energy-efficient. Our trusted sensors increase the context-sensitivity of “things” and systems such as HMI, and our RF chips power fast and reliable data communication.

– We drive leading-edge power management, sensing, and data transfer capabilities –

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

Benefits

- **Milpitas, CA:** 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

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.

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. Applicants with questions about access or requiring a reasonable accommodation for any part of the application or hiring process should contact the Talent Network by phone at (408) 503-2194.

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 on-boarding 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.

IMPORTANT NOTICE :

Infineon is requiring all new U.S. employees and contractors to be fully vaccinated against COVID-19. Full vaccination is defined as two weeks after both doses of a two-dose vaccine or two weeks since a single-dose vaccine has been administered. Anyone



unable to be vaccinated, either because of a sincerely held religious belief or a medical condition or disability that prevents them from being vaccinated, can request a reasonable accommodation.

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.

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