



Key Account Manager for HiRel (f/m/div)*

Job description

Would you enjoy interacting with aerospace customers, partners, and colleagues in order to drive the business forward? Are you an excellent communicator able to network and connect with different levels of an organization? Apply now and become a Key Account Manager focusing on Infineon's high-reliability products.

As a Key Account Manager, you will manage all sales activities for Infineon HiRel power products within specified accounts and across all channels.

In your new role you will:

- **Execute, and manage all sales activities for Infineon HiRel** within a specified account base with all HiRel products across the Direct, Rep, and Distribution Sales channels;
- **Support** the achievement of the **sales financial objectives** within the account base established by the Infineon Senior Management Team;
- Thoroughly **understand the Infineon HiRel products** and how to **position them within their customer base**;
- Effectively **communicate throughout the cross-regional and global team**;
- **Drive value-based pricing** for products to ensure HiRel P&L requirements are met while monitoring competitor behavior;
- **Execute and win customer programs** while providing clear feedback and accountability to the extended team.

Profile

You have a structured, self-driven working style with a strong focus on the business and customers' needs. You have an analytical mindset and enjoy taking the initiative and bringing results. Moreover, you are a team player with the ability to motivate, inspire and collaborate with your team and the organization while striving for a high-quality working atmosphere, open cooperation, and exchange.

You are best equipped for this role if you have:

- A University **degree in Electronic Engineering** or similar field of studies;
- At least 1 year of **experience in Sales in the electronics industry**;
- Sound **understanding of HiRel products** and **space market**;
- Ability to **establish lasting relationships with decision-makers**;
- **Fluency in English** (mandatory).

At a glance

Location:

Job ID: **352469**

Start date: **as soon as possible**

Entry level: **1-3 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: **352469**

www.infineon.com/jobs

Contact

Ana Rita Costa

Talent Attraction Manager



Why Us

Part of your life. Part of tomorrow.

Infineon is a world leader in semiconductor solutions that make life easier, safer, and greener. Our solutions for efficient energy management, smart mobility, and secure, seamless communications link the real and the digital world.

– Power & Sensor Systems (PSS) drives leading-edge power management, sensing and data transfer capabilities –

Infineon **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.

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

** 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.*

