

# Driving decarbonization and digitalization. Together.



## OEM Account Manager

### Job description

In your new role you will:

- Bridge OEM customers with Infineon's product-to-system automotive semiconductor solutions, winning opportunities and sockets directly at OEMs or through tier1 supply chain.
- Manage the relationship between target OEMs and Infineon ATV division, ensuring access to key decision makers within the OEM for both technical and commercial topics.
- Develop OEM strategy and orchestrate different levels of engagement with OEM by leveraging Infineon's automotive strength and position
- Understand OEM organization, customer strategy as well as supply chain structure. Follow development plan of OEM platforms and car models.
- Develop innovative ways to form binding relationship with OEM customers. Establish and manage joint development projects with segment teams, disti, as well as Infineon preferred design houses.
- Build and manage a pipeline of business development opportunities with each OEM, ensure that this pipeline is communicated and supported across different stakeholders both at technical and commercial level.

### Profile

You are best equipped for this task if you have:

- 3+ years of experience in semiconductor industry or automotive industry.
- Good organizational skill to foster teamwork and interact/communicate with a diverse range of business functions, organizational levels and cultures.
- Good communication capability with listening comprehensive, including spoken and written fluency in English and Mandarin
- Collaborative work effort; a strong team player with speed, taking risks and driving to deliver results
- Proactive, self-driven person with strong problem-solving skills and strategic thinking

### Why Us

**#WeAreIn for driving decarbonization and digitalization.**

As a global leader in semiconductor solutions in power systems and IoT, Infineon enables game-changing solutions for green and efficient energy, clean and safe

### At a glance

Location:

Job ID: **HRC0905220**

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: **HRC0905220**  
[www.infineon.com/jobs](http://www.infineon.com/jobs)

### Contact

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mobility, as well as smart and secure IoT. Together, we drive innovation and customer success, while caring for our people and empowering them to reach ambitious goals. Be a part of making life easier, safer and greener.

**Are you in?**

**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.

