



## Senior Director Sales (f/m/div)\*

### Job description

You have commercial and technical application know-how? You see yourself as a digital native, see digitization as a golden opportunity and are enthusiastic about disruptive technologies? Then embark on the future-oriented position with perspectives and development opportunities! In this position you will get the chance to have an influence on environmental protection. Working as Senior Director Sales within the Industrial Power Control (IPC) division, where the products are decisive for the efficient generation and almost loss-free transmission of electrical energy on the one hand and for the reduction of electrical energy consumption on the other. You will be responsible for a wide range of customers in the innovative EMEA region.

In your new role you will:

- **Define, implement and monitor an appropriate sales strategy** as well as customer portfolio to achieve targeted goals and **maximize Infineon's business**.
- **Identify the most relevant projects with high sales growth potential and margin** and assign the organization demand creation resources/competencies to maximize design wins.
- **Drive innovation by influencing product and technology roadmaps** based on market and customer requirements, business cases and value proposition through feedback to Infineon headquarters (Business Line, Product Line). Utilize market knowledge and technical expertise.
- **Develop a digital transformation strategy** for the area of responsibility and drive the implementation as role model of a Digital Native.
- **Lead, drive and co-ordinate the team activities** dedicated to the customers, including cross divisional with other divisions and cross regional with Asia.
- **Coordinate input for revenue forecasting and budgeting** for the designated segments. **Monitor the sales and demand creation activities** through internal and customer reviews. Ensure appropriate internal reporting.
- **Manage and secure the relationships with customers (including CEO level)**, understand customer profiles and **secure Infineon's access to all relevant decision centers** of the customer. Achieve **trusted advisor status** at teaching & leading customers.
- **Secure early visibility of new projects and business opportunities** through regular visits and maintenance of appropriate and professional relationships with relevant customer's departments and people.
- Business opportunities management: **Identify, assess and manage business opportunities** in order to achieve goals.

### Profile

### At a glance

Location: **Langen**  
Job ID: **317527**  
Start date: **immediately**  
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: **317527**  
[www.infineon.com/jobs](http://www.infineon.com/jobs)

### Contact

**Dagny Alexa Romeike**  
Talent Attraction Manager



You know how to use your market know-how and your technical expertise effectively. In your team, you recognize potential and moderate it purposefully as well as establish a trusting cooperation. You keep track of the big picture and drive the defined KPI's forward with your result-oriented mindset. You see innovations as changes that bring added value. You show curiosity and courage to pursue and implement them. A highly motivated team is looking forward to work with you in an innovative and international environment.

You are best equipped for this task if you have:

- A **degree in electrical engineering**, an **MBA as beneficial addition**.
- **More than 7 years of experience in Sales & Marketing**.
- **Leadership experience** in international teams.
- Successful track record in **digital transformation**.
- **Excellent communication skills** with the **ability to build strong relationships at high management levels**.
- Proven competencies in **strategic thinking**, an **analytical approach** and **efficient problem-solving** skills.
- Preferred **Native English and German language skills**.

