

# Driving decarbonization and digitalization. Together.



## Senior Manager Business Development Identity Solutions Americas (f/m/div)\*

### Job description

Are you looking for a new challenge in the digital ID sector where you can profitably apply your previous experience in topics concerning Connected Secure Systems? You enjoy working in a future-oriented and dynamic market? Join the CSS Infineon team and contribute to the security of the citizen and the government!

In your new role, you will:

- Drive **Product to System project** for the one-stop-shop solution offering and lead the **Go to Market (G2M) activities, including the market introduction, for 'ID' and 'Digital Identity Tokens'** applications
- **Capture application requirements to establish and continuously update the application roadmap** including commercial assessment and **derive actions to commercialize** products for the new applications
- Analyze **market and competitors regarding the value chain and commercialization** using regional input
- Refine and tailor continuously **value proposition for the communication towards customers** and potential partners
- Develop and extend an **application-oriented network with local and international players** in both **Government and Industry** for the assigned region of responsibility (Americas)
- **Support sales and business development activities at application level**
- Drive and support **selected ID projects by close cooperation with external and internal stakeholders** to win new business for Infineon

### Profile

You remain aware of the big picture even in complex situations and take decisions despite uncertain circumstances. You are personally committed to the customer's concerns and award them a high priority. As a team player, you accept responsibility for common goals and put the team's results above your own interests.

You are best equipped for those tasks if you have:

- A degree in **Electrical Engineering, Industrial Engineering, Computer Science or a related field**
- At least **6 years of relevant work experience in technical and/or marketing field**, ideally within **Security & Smart Card** market

### At a glance

Location:

Job ID: **331622**

Start date: **2022-09-01**

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: **331622**  
[www.infineon.com/jobs](http://www.infineon.com/jobs)

### Contact

**Katrin Weiß**  
Recruiter



- Know-how in **Javacard OS, applets and middleware**
- **Knowledge in emerging technologies**, such as multi-factor authentication, is a plus
- Skills in **relationship building** and a strong partner/customer orientation
- Proven experience with international players and in international teams
- **Fluent English communication skills** - German or the willingness to learn it would be an added plus
- Willingness to **travel** in regular bases

## 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.

**–Connected Secure Systems (CSS) delivers security for the connected world –**

The **Connected Secure Systems (CSS)** segment offers comprehensive systems for a secure, networked world with a portfolio built around reliable, trendsetting microcontrollers as well as wireless connectivity and security solutions. Over the past decades, CSS has developed microcontroller, Wi-Fi, Bluetooth and combined connectivity solutions (known as connectivity combos) and hardware-based security technologies. The products are used in a broad range of applications: from consumer electronics, IoT and home appliances to IT equipment, cloud security and networked cars all the way to credit and debit cards, electronic passports and IDs. With its leading technologies in the areas of computing, connectivity and security, CSS makes a decisive contribution to protecting today's and tomorrow's networked systems.

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

*\* 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.*

