



Senior Director OEM BD Greater China Automotive

Job description

Greater China OEM BD Head, led a small size of team to Interact with car OEMs at different levels(incl top executive level and department level of decision makers) . Be the owner of OEM customers and drive various activities at OEM to achieve business outcome with different internal/external stakeholders. Drive and implement the OEM engagement strategy , incl. setup and manage the strategic cooperation with target OEMs ; drive and lead the directed buy or influence OEM sourcing strategy ; Be a trusted advisor to OEMs on semiconductor solutions as well as an intrapreneur for the customer to orchestrate cross-team engagements, activities to win not only business, but also customer's heart.

In your new role you will:

- Interact with car OEMs at different levels(incl top executive level and department level of decision makers) . Be the owner of OEM customers and drive various activities at OEM to achieve business outcome with different internal/external stakeholders. Drive and implement the OEM engagement strategy , incl. setup and manage the strategic cooperation with target OEMs ; drive and lead the directed buy or influence OEM sourcing strategy ; Be a trusted advisor to OEMs on semiconductor solutions as well as an intrapreneur for the customer to orchestrate cross-team engagements, activities to win not only business, but also customer's heart.
- 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:

At a glance

Location:

Job ID: **341741**

Start date: **as soon as possible**

Entry level: **5+ years**

Type: **Full time**

Contract: **Permanent**

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Job ID: **341741**

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- 10+ years of experience in semiconductor industry or automotive industry.
- Excellent organizational skill to foster teamwork and interact/communicate with a diverse range of business functions, organizational levels and cultures.
- Excellent 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

Benefits

- **Shanghai**, : Coaching, mentoring networking possibilities; Wide range of training offers & planning of career development; International assignments; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Flexible working conditions; Medical coverage; On-site social counselling and works doctor, in Wuxi only.; Provision of health tips, health knowledge sharing, annual medical check; Employees in Shanghai are entitled to use a gym located close to the office for free; On-site canteen, in Wuxi only.; Private insurance offers in some sites.; Wage payment in case of sick leave; Corporate pension benefits in some sites.

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.

Automotive (ATV) shapes the future of mobility with microelectronics enabling clean, safe, and smart cars –

Our semiconductors are essential for supporting the automotive megatrends: electromobility, automated driving, connectivity, and advanced security. They link the real and the digital world, driving the ever-advancing pace of automotive digitalization. Infineon **ATV** is the number one semiconductor partner in the fast-changing automotive world, based on our system knowledge and our passion for innovation and quality.

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

