



Director, Distribution Sales - 348372

Job description

In your new role you will:

Leading specific PBU team to strategically develop PSS Core and Mass Market business in GC to maximize the business for PSS division through managing and partnering with distributors

Leading team to execute Infineon PSS go to market strategies by cooperating with regional marketing and other key stakeholders

Driving and implementing GC PSS Go Wider Program in C&MM. result orientated by digitalized KPI and Dashboard for Distributor(s) activity tracking.

Defining and monitoring of relevant PBU team sales goals/Targets – derived from the business plan for the designated distributor(s).

Ensure the PBU business funnel growth, especially for Design Win by supporting team and business development activities

Represents for all issues related to the product lines linked to the assigned distributions

Actively managing potential business risk in market dynamics

Develop competence of relevant team members by trainings, daily operation and collaboration

Cross selling of the complete Infineon Portfolio from 4 Divisions and their PL's to customers.

Proactively work with internal & external team to synergize the result and drive business growth

Profile

You are best equipped for this task if you have:

15+ years of Sales & Marketing experience in power, sensor and controller related fields

Minimum 5 years management experience

University degree (Bachelor, Master) in Electronic or Electrical Engineering

Deep understanding on the Dist partner and how to drive the biz growth through them
Energetic, highly self-motivated, strong problem-solving skills, strategic thinking and result-oriented

Excellent presentation & communication skills, an excellent team player and able to work under pressure

Fluency in spoken & written English

Benefits

- **Shanghai**, : Coaching, mentoring networking possibilities; Wide range of training offers & planning of career development; International assignments; Different

At a glance

Location:

Job ID: **348372**

Start date: **as soon as possible**

Entry level: **5+ years**

Type: **Full time**

Contract: **Permanent**

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Job ID: **348372**

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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.

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.

