



Senior Sales Manager Regional Distribution (f/m/div)

* - Bavaria

Job description

You have the nose of a truffle hunter pushing committed business deals to the conclusion? You are a proactive, solution-oriented and open-minded person, who quickly transforms decisions into actions? There is nothing better for you than being the focal point of upcoming projects and interacting closely with your partners and customers at all hierarchical levels? As Senior Sales Manager Regional Distribution in Bavaria you are not only responsible for the sales and customer service promoting semiconductor products – you are the driver of a business strategy that will be used for actionable tasks resulting in above market average growth for Infineon in the Mass Market!

In your new role you will:

- **Drive strategy** for Infineon's distribution business in assigned territory based on market conditions, competitor information as well as trends and **translate it into sales activities**
- **Strengthen relationships with the local distributor branch offices** and drive internal resources to **maximize Demand-Creation activities and sales**
- **Translate customer/market requirements** to product experts to **generate solution proposals**
- **Promote Infineon's value proposition** to customers and **run technical discussions and product introductions** of the Infineon product portfolio within a technician audience
- **Support regular internal business and project reviews** and **provide structured feedback on demands and requirements** from distribution partners, markets and customers
- **Ensure portfolio selling via channel** to maximize Infineon product content with each customer following a product to system approach and by **holding regular reviews with distributors** in sub-regions to drive accountability and implementation of corrective actions if necessary
- **Align training requirements** with distribution account management to ensure that internal stakeholders in territory know Infineon's complete product offering

Profile

You put the customer at the heart of your thoughts and actions and can inspire them over Infineon. You cooperate and communicate openly across different locations to establish lasting relationships and networks and appreciate the contribution of other people. Furthermore, you have a high level of self-motivation and initiative and with your willingness to succeed you constantly find creative solutions to reach your targets.

At a glance

Location:

Job ID: **362859**

Start date: **as soon as possible**

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: **362859**

www.infineon.com/jobs



Contact

Sebastian Schmaus

Talent Attraction Manager



You are best equipped for this task if you have:

- A **degree in the field of electrical engineering/electronics** with profound knowledge of business-related topics
- At least **6 years of professional experience in sales, marketing and/or distribution of semiconductor products** and the ability to act as an interface to technical marketing and product engineering
- **Deep understanding of the market and competitor landscape**
- **Proven track record of growing business** in the **semiconductor environment** above market average
- Familiarity with **CRM software** (ideally Caesar) and **sales methodologies**
- **Willingness to travel** to build close customer relationships
- **Very good communication skills in English, German is a must**

Benefits

- **Munich:** 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; Home office options; Part-time work possible (also during parental leave); Sabbatical; On-site creche and kindergarden with 120 spots, open until 6pm; Holiday child care; On-site social counselling and works doctor; Health promotion programs; On-site gym, jogging paths, beachvolleyball, tennis & soccer court; On-site canteen; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Flexible transition into retirement ; Performance bonus; Reduced price for public transport and very own S-Bahn station; Access for wheelchairs
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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.

The Mass Market Global Department aims to increase online demand and revenue and establish Infineon as a preferred mass market supplier.

** 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.*

