



## Senior Manager Regional Product Management (f/m /div)\*

### Job description

Are you passionate about Power Electronics and are looking for a new challenge in an innovative semiconductor environment? Do you possess an entrepreneurial mindset and are a creative problem solver? Do you like to drive things forward and make a real impact? In your role as a Senior Manager Regional Product Management, you manage the Go-to-Market activities for the products of the Power & Sensor System's division (Power MOSFETs, Silicon Carbide, Gallium Nitride, Driver ICs, industrial and consumer sensors) to direct and distribution customers in EMEA. You will be responsible for ensuring design-wins together with our sales teams as well as for providing guidance on market development. Beyond your technical enthusiasm, we are looking for your proactive, self-driven character and strong decision-making and managerial skills.

In your new role you will:

- **Adapt & deploy the global Go-to-Market strategy for the region EMEA** and manage regional Go-to-Market activities on product level
- **Ensure design-wins** together with Sales and drive Business Development activities on product level including commercial synchronization
- **Capture regional product requirements** and **application trends**, provide input for market insights, value proposition, business case creation, positioning, pricing and product roadmap, and thereby **support the development of new product ideas**
- Develop a 5-year regional product plan and **annually monitor financial performance to the plan**
- **Deploy and adjust operative pricing guidelines in the region** and provide feedback on price positioning from regional perspective
- Closely collaborate with various functions, such as Sales, Marketing, and Field Application Engineering in order to **ensure the success of your product portfolio**

### Profile

You recognize opportunities and have a good sense for profitable business ideas. Thereby, you find useful ways to reach set targets and work out difficult situations through creative solutions. Moreover, you put internal and external customers at the heart of your thoughts and actions while pro-actively engaging with them about their needs. You are a good networker and communication with different stakeholders is your great strength. You find it easy to convince others of your ideas and enjoy working in a global and multicultural environment.

You are best equipped for this task if you have:

### At a glance

Location:

Job ID: **363444**

Start date: **as soon as possible**

Entry level: **5+ years**

Type: **Full time**

Contract: **Permanent**

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Job ID: **363444**

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### Contact

Theresa Albrecht



- A degree in **Electrical Engineering, Industrial Engineering, Power Electronics, Physics, Economics** or similar
- **At least 6+ years** of professional experience in **Product Marketing, Product Management, Sales, Business Development** or **Field Application Engineering**
- **Entrepreneurial mindset**
- Profound **knowledge** in **semiconductors** and the **semiconductor industry** is a strong plus
- **Flexibility to travel within Europe**
- **Very good English and German communication skills**

## 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.

**– Power & Sensor Systems (PSS) drives leading-edge power management, sensing, and data transfer capabilities –**

Infineon **PSS** semiconductors are enabling intelligent power management, smart sensitivity, and fast, reliable data processing in an increasingly digitalized world. Our state-of-the-art power and connectivity devices make chargers, servers, mainboards, power tools, and lighting systems smarter, smaller, lighter, and more energy-efficient. In addition, our trusted sensors give things an intuitive sensing capability to make them contextually aware, and our RF chips support fast and reliable data communications. [Click here](#) for more information about working at PSS with interesting employee and management insights and an overview with more #PSSDreamJobs.

*\* 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.*

