

Driving decarbonization and digitalization. Together.



Sr Staff Specialist Product Marketing Engineer

Job description

We are currently seeking talented Sr Staff Specialist Product Marketing Engineers who want to join a dynamic and experienced team and take their technical knowledge to the next level in our mission of excellence.

As a member of the Regional Marketing and Sales organization of Digital Security and Identity (DSI), you will:

- Assess the business opportunities at the region, be on top of them, and achieve the expected revenue from the business in the region
- Look for new opportunities, product synergies and partnerships. Identify market trends and new market opportunities
- Develop a strategy for long term revenue and profit growth at the region
- Be the trusted advisor for your customers and the sales organization in the region, with a can-do attitude and a world-class service orientation
- Support sales with trainings and collateral
- Contribute to market research by region and market segment, providing inputs to a TAM/SAM/SOM market model used for business planning
- Effectively position our products at the customers in the target market
- Develop a multi-year sales opportunities funnel of Design-Wins and design-Ins to fuel future long-term profitable growth
- Maintain accurate quarterly and annual revenue and drive tactical activities for near-term revenue
- Closely work with product marketing on a winning product roadmap develop opportunities pipeline and revenue for a specific set of products and applications in America

Profile

You are best equipped for this task if you have:

- Up to 5 years of business development and product marketing experience
- Sense of urgency
- Strong analytical and planning skills combined with the ability to make your numbers
- Outstanding written and verbal communication skills
- Social skills where your colleagues and peers love working with you, ability to work in a diverse, multinational environment. A natural sense of “needing to bring value”

At a glance

Location: **San Jose, CA (United States)**
Job ID: **HRC0887083**
Start date: **as soon as possible**
Entry level: **3-5 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: **HRC0887083**
www.infineon.com/jobs



Benefits

- **San Jose, CA:** Möglichkeit für Coaching, Mentoring & Netzwerken; Trainingsangebot & strukturierte Entwicklungsplanung; Möglichkeit zur internationalen Entsendung; Verschiedene Karrierepfade: Project Management, Technical Ladder, Management & Individual Contributor; Flexible Arbeitszeit; Vertrauensgleitzeit; Gesundheitsleistungen; Gesundheits- & Vorsorgeprogramme; Arbeitgeberfinanzierte betriebliche Altersvorsorge; Erfolgsbonus; Barrierefreiheit

Why Us

Infineon designs, develops, manufactures, and markets a broad range of semiconductors and semiconductor-based solutions, focusing on key markets in the automotive, industrial, and consumer sectors. Its products range from standard components to special components for digital, analog, and mixed-signal applications to customer-specific solutions together with the appropriate software.

We are on a journey to create the best Infineon for everyone.

This means we embrace diversity and inclusion and welcome everyone for who they are. At Infineon, we offer a working environment characterized by trust, openness, respect and tolerance and are committed to give all applicants and employees equal opportunities. We base our recruiting decisions on the applicant's experience and skills.

We look forward to receiving your resume, even if you do not entirely meet all the requirements of the job posting.

Please let your recruiter know if they need to pay special attention to something in order to enable your participation in the interview process.

[Click here](#) for more information about Diversity & Inclusion at Infineon.

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Infineon Technologies Americas Corp., is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy, childbirth, or related medical conditions), gender identity, national origin, ancestry, citizenship, age, physical or mental disability, legally protected medical condition, family care status, military or veteran status, marital status, domestic partner status, sexual orientation, or any other basis protected by local, state, or federal laws.

Employment at Infineon is contingent upon proof of your legal right to work in the United States under applicable law, verification of satisfactory references and successful completion of a background check and drug test, and signing all your onboarding documents.

In some instances, if applicable, U.S. export control laws require that Infineon obtain a U.S. government export license prior to releasing technologies to certain persons. This offer is contingent upon Infineon's ability to satisfy these export control laws as related to your employment and anticipated job activities. The decision whether or not to submit and/or pursue an export license to satisfy this contingency, if applicable, shall be at Infineon's sole discretion.

Infineon Technologies takes data privacy and identity theft very seriously. As such, we do not request personally-identifiable information (PII) from applicants over the internet or electronically. Please kindly refrain from disclosing your PII electronically during the application process or to unauthorized websites that may purport to be Infineon or any of our affiliates.

Wage range that the company expects to pay for a qualified candidate:

Minimum of \$ 131,500 per year and maximum of \$ 180,800 per year



In addition, all full-time employees will be eligible to participate in an incentive plan

#LI-MB1

