

# Driving decarbonization and digitalization. Together.



## Senior Manager for Project Management - Sales Excellence (f/m/div)

### Job description

Are you business-minded with an interest in go-to-market? Do you feel enthusiastic about digitalization? Then we have a great opportunity for you! As part of our team, you will have the opportunity to work with a diverse group of professionals, including the company's executive management, sales and marketing experts, from Infineon globally. From the strategic aspect to the implementation of digitalized processes within the new go-to-market (G2M) organisation - the position provides exposure to and responsibility for a huge variety of topics of significant scale, scope and complexity.

In your new role you will:

- **Own digital tools and optimize processes and activities** within the sales segment through digitalization, while being the lead to drive G2M change for Automotive. In this regard, you will be in close collaboration with Sales, Marketing & Distribution (SMD) stakeholders to define processes, tool requirements and drive implementation measures as well as coordinated global communication within our segment
- **Create related guidelines to drive data transparency, to support demand creation and to deploy cross-selling strategies** to define a clear SMD A framework
- **Drive the Product2System strategy for the Automotive segment** to support Application G2M while being responsible to further drive tool adoption
- In the framework of the new G2M transformation, **make the utilization of the CRM tool (MSD Dynamics) a global success** for the Automotive segment. In this context, drive segment specific implementation activities as well as work in close collaboration with SMO on process and tool improvements as well as on communication and change management activities while representing Automotive's standpoint
- **Be the representative of the Automotive segment for digital projects**, decide on implementation roadmaps while being the interface and closely collaborate with central functions

### Profile

You can quickly establish a successful cooperation and accept responsibility for common goals and put the team's results above your own interests. You take the long-term profitability of your decisions into account and always keep the bigger picture in mind. Also, you set yourself ambitious goals and like take on new challenges.

Beyond, you are best equipped for this task if you have:

### At a glance

Location: **Munich (Germany)**  
Job ID: **HRC0737759**  
Start date: **Jun 01, 2024**  
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: **HRC0737759**  
[www.infineon.com/jobs](http://www.infineon.com/jobs)



### Contact

Clara Bartle



- A **degree in either a science subject, business administration, engineering or others** with focus on strategy and / or marketing
- **At least 6 years of experience in the area of consulting or functions like sales & marketing, strategy or project management** with high top management contact
- A high level of **project management skills**
- **The ability to manage complex topics** on an advanced level, involving a broad range of management hierarchies
- A **high affinity for digitalization, technology and market trends**
- Advanced PowerPoint and Excel skills
- **Great team player skills** with a high degree of openness and empathy
- **Excellent German and English skills** (written and verbal)

## 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 220 spots, open until 5:30pm; 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; Possibility to work remotely from abroad (EU)

## Why Us

### **Driving decarbonization and digitalization. Together.**

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.

