

Driving decarbonization and digitalization. Together.



Director Field Application Engineering - Industrial & Infrastructure EMEA (f/m/div)

Job description

We at I² (Industrial and Infrastructure) want to be the number 1 solution partner for our customers. Our focus is on innovation to customer value by leveraging the entire Infineon portfolio. Major applications are Renewables (Solar & Wind), Motor Drives, High Power Chargers and Power Supplies. In your role as Director Field Application Engineering (FAE) based in Langen (Frankfurt), your team will be the key interface between our innovative customers, our technical marketing and the application engineering departments. Here, you bring in your leadership skills in order to foster and further implement our stated vision. Do you want to join the market leader in power electronics, including wide bandgap devices (SiC & GaN)? Do you want to define future power electronics systems together with your team and our innovative customers? Then take this next step in your career and apply now!

In your new role you will:

- **Managing and enabling a team** of FAE's
- Continuously **adopt FAE organization** in line with market development and Infineon's strategic targets
- **Reach Design Win targets** and other KPI's to enable further growth
- **Drive joint innovation** with leading customers to ensure Infineon's competitiveness in the future
- **Help FAE's to maximize future business** by having a holistic view on the application, focusing on complete Infineon portfolio
- Find the right tone by persistently **helping the FAE's** on stakeholder alignment along their projects
- **Manage FAE resource allocation** depending on expected return of investment (entrepreneurial mindset)
- **Align expectations and responsibilities towards the FAE organization** with other stakeholders inside and outside Infineon
- **Foster continuous learning for the FAE's** with the target to become trusted advisor towards the customers, as well as supporting FAE's on proceeding on the Technical Ladder career path

Profile

As a leader, you give people as much freedom and autonomy as possible and hold people accountable for their results. You treat co-workers, employees, and partners with trust and respect. At the same time, you are authentic, and you are acting transparently. Furthermore, you are aware of the strengths, needs for development,

At a glance

| | |
|--------------|---|
| Location: | Langen (Frankfurt am Main) (Germany) |
| Job ID: | HRC0896637 |
| 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: **HRC0896637**

www.infineon.com/jobs



Contact

Theresa Albrecht
Recruiter



and motivational drivers of your people.

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

- A university **degree in Electrical Engineering** or comparable
- At least 8 years of **professional experience within the semiconductor or power electronics market**
- Experience as **team leader**, ability to **identify and attract talents**
- Capability to identify **early trends** in the applications and **competitive threats**
- Analytical skills for identification and assessment of **unique value propositions / selling points / product competitiveness** in order to prioritize Go-to-Market activities
- Ability to drive **alignment with key stakeholders** and to manage multiple, multilevel interfaces
- **Strategic thinking, business sense, entrepreneurial view**, as well as good understanding of **process management, digitalization, and change management**
- Experience with state-of-the-art **CRM systems like Salesforce or Microsoft Dynamics 365**
- **Project management** skills based on proactive follow up (Who / What / When)
- **Excellent English communication and presentation skills**, German as a plus

Why Us

#WeAreIn for driving decarbonization and digitalization.

As a global leader in semiconductor solutions in power systems and IoT, Infineon enables game-changing solutions for green and efficient energy, clean and safe mobility, as well as smart and secure IoT. Together, we drive innovation and customer success, while caring for our people and empowering them to reach ambitious goals. Be a part of making life easier, safer and greener.

Are you in?

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.

