

# Driving decarbonization and digitalization. Together.



## Senior Manager Pricing Excellence - Industrial and Infrastructure Segment (f/m/div)

### Job description

In this role, you will develop and implement the pricing strategy for the respective segment (within overall Infineon/DIV pricing strategy) and act as an interface between Division Price Excellence and sales segment organization. For this purpose, you will own, define and run price reporting, VPA process and customer pricing communication strategy in the segment. In addition, you will be responsible for supervising the process for customer interaction models (e.g. capacity reservation agreements) within the sales segment.

In your new role you will act as key interface for the industrial & infrastructure segment:

- **Manage and drive the implementation of the pricing strategy for the segment** (within overall Infineon/divisional pricing strategy)
- Own, manage and monitor the **annual volume purchase agreement (VPA) process** in the segment, ensuring process adherence
- **Own the communication of divisional pricing strategy** to the segment organization, including development of the guidelines for the VPAs with direct accounts in alignment with Divisional Pricing Excellence (DIV PEX)
- **Monitor pricing / profitability KPIs** on Segment / Region / Customer level
- **Build pricing capabilities** within the segment organization through leading workshops, trainings and coaching
- **Own the business process for contractual agreements** (e.g. capacity reservation agreements, CRA) within the segment and manage the execution and controlling
- To the division: closely **align segment pricing with divisional Pricing excellence on pricing guidelines** to be communicated to sales and regional marketing and on feedback from regions
- In the segment: closely **interact with all stakeholders in Sales** to capture their requirements in terms of pricing and quoting (e.g. account manager, regional marketing and the respective management)
- To the pricing office: frequently **align with pricing & quoting teams in regions** on the deployment of the pricing framework in the regions

### Profile

You are a proactive, self-driven and team-oriented character and enjoy working in a complex, demanding field of work. Besides constantly challenging the status quo, you do have the passion and courage to develop and implement new and creative ideas. Additionally, you have a good sense for current trends and deduce potential improvements for your department.

### At a glance

Location:

Job ID: **HRC0681982**

Start date: **Aug 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: **HRC0681982**  
[www.infineon.com/jobs](http://www.infineon.com/jobs)



### Contact

**Theresa Albrecht**  
Recruiter



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

- **A degree in Business Administration, Financial Management, Industrial Engineering** or similar
- Minimum **6 years of experience within Pricing / Product Management** and/or Business Analytics, Finance
- **Knowledge and understanding of the market cycles** and associated pricing /business strategies
- Strong **analytical ability, experience in analyzing large data sets, SAP knowledge as a plus**
- Highly developed **communication skills and ability to interact with management stakeholders** in a complex multifunctional environment
- **Excellent English skills**, German as a plus

## Benefits

- **Munich:**

## 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.

