

# Driving decarbonization and digitalization. Together.



## Senior Manager Product Management (f/m/div)

### Job description

In this role you will work on a more sustainable future by providing customers technologies to reduce power losses and cooling costs in greener data centers of the future. You think like an entrepreneur and have already experience in the semiconductor or comparable industry. You enjoy working independently and with international teams and are motivated by achieving challenging goals. You combine technical and business know-how with market knowledge to maximize revenue and profitability. If you keep a cool head in stressful situations, this could be the right fit for you. At Infineon, we power AI. We are addressing a critical question of our era – how to efficiently meet the escalating energy demands of data centers. The Ultra Low Voltage Switches (ULV) Product Line offers high energy efficient Si switches to power AI Data center, energy storages and power tools.

In your new job you will:

- **Be regionally responsible for pricing, collaboration with major distributors and customers** to develop revenue growth plans
- **Coordinate distribution asset management** through inventory and resale analysis
- **Develop and implement strategies** for maximizing market share, revenue, and profit for specific market sectors while setting price guidelines for Field Sales
- **Negotiate volume purchasing agreements** with customers
- **Serve as a primary interface for the product line** to establish priorities to balance supply and demand
- **Oversee demand management process** including the management of new product introductions
- **Manage revenue, profit and inventory** on behalf of the product line using established key performance indicators
- **Provide regional forecast recommendations** for revenue by technology and package
- **Collaborate with application and product line marketing** on Go-to-Market approach for new products and product initiatives and revenue generating opportunities through effective analysis of billings, backlog and inventory data

### Profile

You are best equipped for this task if you have:

- **A bachelor's degree in Engineering, Applied Sciences or Business Administration**
- **A minimum of 5-8 years' experience in the semiconductor industry** as a plus; Sales and Marketing experience is highly useful

### At a glance

Location:

Job ID: **HRC0835694**

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: **HRC0835694**  
[www.infineon.com/jobs](http://www.infineon.com/jobs)



### Contact

**Melanie Happerger, MSc**  
Recruiter



- **Previous experience with major OEM customers** and distributors
- **Experience in driving short- and long-term goals** set by management
- **The ability to multi-task in a fast-paced environment** and work independently or in a team environment as needed
- **Knowledge in applying the use of statistical techniques for data collection** and analysis in developing tactical market approaches and problem solving
- **The ability to collaborate with colleagues and stakeholder** to arrive at mutually agreeable decisions affecting regional business situations
- **Strong interpersonal skills** to work closely with Product Lines, Customer Logistics Management, Sales and Customers
- **The ability to communicate effectively at all levels** including customer communication and management

We offer competitive salaries and additional benefits based on your performance, experience and qualification. The employment is in accordance with the collective salary and wage agreement for employees of the electrical and electronics industry, employment group I (<https://www.feei.at/leistungen/informations-service/mindestlohn-und-gehalter>). The monthly salary is paid 14 times p.a. We offer a higher compensation depending on your expertise and skills.

## Benefits

- **Villach:** 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; Child care in Villach & Klagenfurt; On-site social counselling and works doctor; Health promotion programs; On-site canteen; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Flexible transition into retirement; Performance bonus; Accessibility, access for wheelchairs

## 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.

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

The **PSS division** powers decarbonization and digitalization with a wide range of energy-efficient and digital solutions. PSS semiconductors help avoid carbon emissions, use resources sustainably, manage power effectively and intelligently, give ‘things’ smart senses, and process data quickly and reliably. The portfolio includes power, connectivity, RF, and sensor system technologies to develop smaller, lighter, smarter, and more efficient solutions for consumer devices, smart home/building applications, robotics, computing and data centers, charging devices, power tools, and much more.

The next generation of silicon and wide-bandgap (SiC and GaN) solutions provides unparalleled performance and reliability for 5G, big data, and renewable energy applications. These materials are paving the way for further energy and carbon savings. Highly precise XENSIV sensor solutions are enabling IoT devices to react intuitively to their surroundings for seamless user interactions while audio amplifiers bring exceptional sound experiences to smart speakers and other audio use cases.



[Click here](#) for more information about working at PSS with interesting employee and management insights and an overview with more #PSSDreamJobs.

At **Infineon in Villach** you shape the technologies of tomorrow and work in an international environment with more than 4.700 colleagues from over 70 nations. Your personal contribution will be valued and appreciated as the cornerstones of our success. And all that in beautiful surroundings which guarantee a high quality of life.

The **City of Villach** is located in the center of Carinthia, Austria's southernmost province, in close proximity to the Italian and Slovenian border. Due to its particular geographic location and the outstanding natural beauty of the region, Villach and the whole province of Carinthia have for generations been popular holiday destinations for people from all over the world. Living in Austria also has many social, health-care-related and economic perks. The country's social and health care system is among the best in the world and for decades numerous international surveys have singled out Austria as a particularly safe and wealthy country with a high quality of life. Villach benefits from its status as a "small town", offering everyday living at affordable prices in an outstanding setting.

**Find out what you like most about Villach and join us:**

<https://www.welcome2villach.at/>

**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.

