

Driving decarbonization and digitalization. Together.



Senior Manager Key Account Management (f/m/div)

Job description

Do you like to interact with customers on a global level and shape the future of mobility? You have a passion for E-Mobility, Autonomous Driving, Connectivity and Security? Then we are offering the right job opportunity for you since more than 80% of all innovations in a car are driven by semiconductors. As a Senior Manager Account Management for a global acting account while striving for an outstanding customer relationship and achieving sales goals. Take the chance for a change and apply now.

In your new role you will:

- Be responsible for the **development, execution and controlling of all global sales strategies and activities** for a global acting Automotive account to achieve the targeted goals and maximize Infineon's business
- **Identify, analyze, execute and manage projects with high growth potential** and assign the organization's demand creation resources and competencies (e.g. regional Account Managers, Field Application Engineers, Internal Sales, Quality) to **maximize the design wins**
- Be responsible for **design wins, revenue forecasting and budgeting** for the designated global account
- **Negotiate customer contracts on management level** in alignment with relevant internal stakeholders
- Establish and maintain **long-term strategic relationships with the assigned account** on both operational and management level

Profile

You are a proactive, self-driven team player striving to get things done and enjoy working in a complex, demanding field of work. You feel attracted by new ways and novel solutions and want to make a real impact. While putting the customer at the heart of your thoughts and actions you recognize profitable and strategic business opportunities and realize them thanks to strong decision-making and analytical skills, even in uncertain situations.

You are best equipped for this task if you have:

- A **degree in electrical engineering, industrial engineering, economics** or similar
- **At least 6 years of professional experience in account management**, ideally in the semiconductor industry with focus on global accounts or automotive customers
- Always see a **"no" from the customer as an incentive to find solution-oriented ways to "turn the tide"** and gain the **enthusiasm of the customer**
- **Deep understanding** of the **market and competitor landscape**

At a glance

Location:

Job ID: **HRC0842442**

Start date: **Jul 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: **HRC0842442**
www.infineon.com/jobs



Contact

Bari Guritno
Recruiter



- Very good **communication, presentation and negotiation skills** on all hierarchical levels
- High **customer and team orientation**
- **Willingness to travel**
- **Fluent in German and English**

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.

- Automotive (ATV) shapes the future of mobility with microelectronics enabling clean, safe, and smart cars –

The ATV division is shaping the future of mobility by enabling clean, safe, and smart cars. Its product and solution offering is powering the decarbonization and digitalization of vehicles. By driving the transition to hybrid and purely electric vehicles, ATV is making a valuable contribution to cleaner roads. ATV is also increasingly digitalizing cockpit, infotainment, comfort, and lighting applications as it takes automated driving to the next stage with higher levels of connectivity, security, and safety.

The ATV portfolio integrates sensors, microcontrollers, high-performance memories for specific applications, power semiconductors based on silicon and silicon carbide, as well as components for human-machine interaction and vehicle connectivity. Infineon is the world leader in automotive semiconductors.

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

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.

