

Driving decarbonization and digitalization. Together.



Sr. Manager, Product Management, Automotive

Job description

Infineon is looking for a regional marketing manager to drive the Memories Product Line (NOR FLASH and RAM) in the Americas (with a focus on N. America). In this role you will extend the memories business activities into the region, while being on top of the market trends and drive constructive feedback to the product line team. You will act as the Memories Product Line (MPL) evangelist and develop new business while cooperation with the local sales teams across all target automotive applications. This position is measured based on revenue, margin, and new business achievements. If interested apply today!

In your new role you will:

- Assess the **business opportunities at the region, be on top of them**, and achieve the expected revenue from the automotive business in the region
- Look for **new opportunities, product synergies and partnerships. Identify market trends and new market opportunities**
- Develop a **strategy for long term revenue** and profit growth at the region
- Be the trusted advisor for your customers and the sales organization in the region, with a can-do attitude and a world-class service orientation
- Support **sales with trainings and collateral**
- Contribute to market research by region and market segment, providing inputs to a **TAM/SAM/SOM market model used for business planning**
- Effectively position our products at the customers in the target market
- Develop a multi-year sales opportunities funnel of **Design-Wins and design-Ins to fuel future long-term profitable growth**
- Maintain accurate quarterly and annual revenue and drive tactical activities for near-term revenue
- Closely work with product marketing on a winning product roadmap

Profile

You are best equipped for this task if you have:

- Social skills where your colleagues and peers love working with you
- A natural sense of **“needing to bring value”**
- 10 years of **business development and product marketing experience**
- Sense of urgency
- Experience in **semiconductor marketing, preferably semiconductor memories and their use in automotive applications**

At a glance

Location:

Job ID: **HRC0793856**

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: **HRC0793856**
www.infineon.com/jobs



- Sales experience at a **quota bearing position is a plus**
- Experience in operating across cultures
- Market knowledge in the automotive segment
- Proven track record of driving revenue growth at superior margins
- Strong analytical and planning skills combined with the ability to make your numbers
- Outstanding written and verbal communication skills
- Domestic and international travel required

– **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.

Benefits

- **Livonia, MI:** Medical, Dental & Vision Plans; Flexible Reimbursement Accounts (FSAs); Industry leading 401k Employer Contribution/Match; Company Performance Bonus; Holiday Pay & Paid Time Off (PTO); Flexible Working Conditions, Part-time Options; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Wide range of Training Offers & Career Development Planning; Coaching, Mentoring, Networking Possibilities; International assignments; Basic Life & Dependent Life Insurance; Paid Sick Leave, Accidental Death & Disability Insurance (AD&D) ; Short-term & Long-term Disability ; Employee Assistance Program (EAP) ; Health Promotion Programs ; Reduced Price for Public Transportation

Why Us

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.



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Infineon Technologies Memory Solutions, is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy, childbirth, or related medical conditions), gender identity, national origin, ancestry, citizenship, age, physical or mental disability, legally protected medical condition, family care status, military or veteran status, marital status, domestic partner status, sexual orientation, or any other basis protected by local, state, or federal laws.

Employment at Infineon is contingent upon proof of your legal right to work in the United States under applicable law, verification of satisfactory references and successful completion of a background check and drug test, and signing all your onboarding documents.

In some instances, if applicable, U.S. export control laws require that Infineon obtain a U.S. government export license prior to releasing technologies to certain persons. This offer is contingent upon Infineon's ability to satisfy these export control laws as related to your employment and anticipated job activities. The decision whether or not to submit and/or pursue an export license to satisfy this contingency, if applicable, shall be at Infineon's sole discretion.

Infineon Technologies takes data privacy and identity theft very seriously. As such, we do not request personally-identifiable information (PII) from applicants over the internet or electronically. Please kindly refrain from disclosing your PII electronically during the application process or to unauthorized websites that may purport to be Infineon or any of our affiliates.

#LI-PB1

