

# Driving decarbonization and digitalization. Together.



## Sr Manager, Ecosystem & Account Development

### Job description

As a Sr Manager, (Ecosystem & Account Development), you will analyze & communicate overarching customer hyperscale technology roadmap to drive adoption timelines of key IFX technology . Does this sound exciting? If so, please apply today!

#### In your new role you will

- Analyze & communicate overarching customer **hyperscale** technology roadmap to drive adoption timelines of key IFX technology
- Drive internal and external alignment in partnership in close collaboration with global sales to develop pipeline for GCA accounts & partner ODM for the next generation of cloud:

- **Server Infrastructure** & Partner Alignment
- **Hyperscale Infrastructure** Initiatives
- Drive **Open Compute Platform** alignment and representation
- **AI Power Systems** today and tomorrow

- Identify & align big bets for Infineon that can generate substantial revenue growth for IFX
- Translate Customer requirements & work closely with internal development teams to guide business unit product, platforms and portfolios to align to fast moving customers to win new business
- Develop and enlist strategic customers to become trusted advisors to IFX to enable 2x growth over the next 5 years
- Build, Map and strengthen alignment of focus technology areas both internally and externally across geographic regions and key business units

### Profile

#### You are best equipped for this task if you have:

- Educational Background - BS. / MS Engineering Degree (prefer EE)
- Relevant Work Experience - 5+ Years
- Technical Skills: System Solution Sales, Manufacturing process technology, Data Center Architecture, High Power Delivery, Gen AI Ecosystem, Project Management, Contract Management
- Language Requirements: English
- Soft Skills: Internal / External Sales Management, Relationship development, Situational leadership

### At a glance

Location:

Job ID: **HRC0879192**

Start date: **Aug 19, 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: **HRC0879192**  
[www.infineon.com/jobs](http://www.infineon.com/jobs)



# 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.

## **Driving decarbonization and digitalization. Together.**

*Infineon Technologies Americas Corp., 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.**

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**Wage range that the company expects to pay for a qualified candidate:**

**Minimum of \$175,920 salary per year**

**Maximum of \$241,890 salary per year**

**In addition, all employees will be eligible to participate in an incentive plan.**

#LI-EL1

