



SENIOR SALES MANAGER AUTOMOTIVE (m/f/d)

Inova Semiconductors founded in Munich in 1999, Inova Semiconductors is a pioneer in the field of high-speed data transmission and ground-breaking lighting technologies for the mobility sector. Our company drives developments that redefine what is possible. Our cool team of visionary minds works ambitiously to develop semiconductor products that exceed expectations. This includes an innovative product range for current and future infotainment and ADAS systems in the automotive environment as well as ambient and dynamic interior lighting. We encourage vision, value unconventional ideas and strive for excellence.

Inova Semiconductors is a community of exceptional talents who are passionate about driving positive change through innovation.

Join us as we develop the next step into the mobile future.

Job summary:

- Expanding business with existing customers
- Closing design-wins at selected new target customers for the entire product portfolio (Display-link/APIX; light networks/ISELED & IlaS; SerDes sensor-link/APXpress)
- Work with sales/distribution partners, ISELED-alliance members and OEM in parallel
- Introduction and promotion of applications and benefits of INOVA product portfolio at customers and car manufacturers
- Expand customer base and increase market share remarkably
- Global market responsibility
- Promotion activities (exhibitions, conferences, website)
- Support revenue forecast and sales budget planning
- Contract negotiations and settlement of business agreements
- Budgetary quotations
- Product Management

What we offer:

- Extensive familiarization with our technologies and products
- Regular further training opportunities are a matter of course
- Flat hierarchies with fast decision-making processes
- Support for your own ideas and unbureaucratic implementation
- Familiar environment
- A highly motivated team that looks forward to every new committed employee
- You work from our offices in Munich, with the option of working from home
- An attractive fixed salary and 30 days' vacation are a matter of course
- Corporate benefits
- Company pension scheme and the option of bicycle leasing
- Corporate benefits

Key qualifications:

- Degree in economics or in a technical field
- Experience in semiconductors and/or automotive systems
- Minimum 5 years of experience in B2B-Sales and product management
- Proven track record in sales
- Good analytical skills
- Ability to learn fast
- Commercial sense
- Positive and open attitude
- Team-oriented style of work
- Excellent communication and intercultural skills
- Ability to perform under pressure
- MS-office, ERP, CRM experience
- Fluent in German and English

Interested?

Apply today! We are looking forward to your application and welcoming you in our Inova team.

CONTACT:

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