



TECHNICAL SALES ENGINEER

Inova Semiconductors a Munich-based fabless semiconductor manufacturer founded in 1999, designs, markets and sells its products and licensed technologies both directly and through a global network of distributors, heavily focusing on the automotive market. The core competence of Inova resides in the development and marketing of high-speed digital data transmission semiconductor technologies for harsh automotive environments.

APIX™, APIX™2 and APIX™3 are the company's flagship product lines that have delivered major advancements in digital multimedia transmission, particularly in the automotive, industrial and transportation market segments. Inova Semiconductors has recently entered the emerging smart digital LED market under the ISELED™ brand name as member of an open industry-wide alliance.

JOB SUMMARY

- Worldwide support of our customers and distributors in the automotive market.
- You plan the turnover budgets and create the forecasts in close cooperation with our customers.
- You write quotations and negotiate prices with customers.
- You introduce new products to the customer and position them against the competition.
- You are responsible for the identification, development and support of new projects and business opportunities with car manufacturers (OEM) and suppliers (Tier1).
- You represent at trade fairs.
- You will work in a team with the specialist departments of development, logistics, quality, finance and technical customer support.

KEY QUALIFICATIONS

- Degree (TU/FH) in electrical engineering.
- Basic knowledge of semiconductor technology and electrical systems in the automotive environment.
- Knowledge of relevant standards and business processes in the semiconductor and automotive industry.
- Knowledge in the use of IT systems (Office, CRM, Databases).
- Minimal 3 years sales experience in the semiconductor and automotive industry.
- Willingness to travel internationally.
- Very good German and business fluent English language skills.

CONTACT

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