

Senior Global Account Manager – Automotive EMEA (m/f/d)

The Global Account Manager (GAM) will be responsible for strengthening Wolfspeed's position as the preferred partner for our semiconductor portfolio of SiC Power within multiple strategic accounts in the automotive industry. This position will include quarterly revenue retention and generation responsibility, reporting to the Automotive Sales Leader in EMEA. The position is home office (Southern Germany) or office (Wolfspeed Unterschleissheim) based. It's up to you to decide.

Success in this role will be driven through creating and executing account development plans that align with Wolfspeed's Sales & Marketing model and experience-based proven practices. Collaboration with all field sales touch points, marketing and customer service will be essential to accomplish revenue and account relationship objectives. Additionally, the GAM must align with management/engineering teams, applications experts, production and manufacturing operations stakeholders to be successful.

Your day-to-day – We do what others say can't be done

- Offer the opportunity to join Wolfspeed as we are transitioning the industry from Silicon to Silicon carbide
- Challenge you by working on cutting-edge products with an industry leading company
- Provide you a high-visibility role within a culture that is dynamic, entrepreneurial, and highly collaborative
- Allow you to be involved in Wolfspeed's transformation, including being in the early adoption phase for the fastest growing Power products in the compound semiconductor market
- Provide possible upward mobility in a thriving, growth-mode organization

What can you do for Wolfspeed?

- Achieve significant annual revenue retention and growth while also delivering quarterly revenue targets
- Leverage functional and technical peers to secure and close key account deals
- Accomplish account performance objectives and exceed customer(s) expectations
- Partner with Customer Service Representatives to ensure customer satisfaction and problem resolution
- Position Wolfspeed as a preferred strategic partner through account penetration strategies
- Develop annual business plans for each account detailing methods to deliver on revenue targets
- Collect, develop and analyze sales reports and market feedback to identify key issues, trends, opportunities and market share growth/decline forecasts for use in sales pipeline planning
- Maintain accurate sales operational and performance data for pipelining, forecasting and reporting
- Establish productive, professional relationships with key stakeholders in assigned customer account(s)
- Lead solution development efforts that best address customer needs, while coordinating the involvement of all necessary Wolfspeed team members

Your Profile – Ready to join the Pack?

- Minimum of a B.S. degree in Engineering, Management, or Marketing
- Excellent presentation and written communication skills in English and German
- Extraordinary empathy and communication abilities for leading conversations with C-level executives
- Strong capabilities in strategy development and execution, relationship management and negotiating
- Intuitive ability to prioritize efforts and quickly identify and resolve challenges
- Good technical understanding of the specifics in power electronics in the automotive industry
- Proven understanding of the automotive business relationship between OEM, Tier 1 and CEM
- Ability to gain trust and respect from customers' managerial and sales teams
- Sound financial acumen and technical aptitude

- Self-motivated team player with ability to balance personal goals with those of the broader organization
- Ability to travel approximately 30-50% (non Covid scenario), including international

Recruiting process – We want you to succeed

Please expect to have a recruiter call, an interview with the hiring manager for the position, and 2-3 additional interviews before we consider presenting you with an offer.

Please note that we DO NOT provide personalized, detailed feedback regarding the outcome of any of your interviews. However, we do provide prep materials prior to your interviews.

Apply now and you will hear from us within the coming days!

Wolfspeed is an equal opportunity employer.

We recruit, employ, train, compensate, and promote regardless of race, sex, religion, color, national origin, disability, age, veteran status, gender identity, sexual orientation, and other protected statuses as required by law.