



## TECHNICAL SALES ENGINEER (m/f/d)

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®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 entered the emerging smart digital LED market under the ISELED® brand name as member of an open industry-wide alliance.

### JOB SUMMARY

- Implementation of INOVA Semiconductors strategies focussing on design wins at selected target customers for entire product portfolio globally – Focus on APIX and ISELED products for the Automotive Market worldwide
- Introduction and promotion of product portfolio and new products
- Customer design project management and relation management
- Technical support / training of distributors and distribution customers
- New product definition and creation of business cases
- Promotion activities (Exhibition, Congresses, Website)
- Competition analysis and observation
- Support of technical documentation and selected technical projects
- Collaboration with affiliated partners development of Ecosystems
- Budgetary Quotations

### KEY QUALIFICATIONS

- Degree in electrical engineering
- At least 4 years of experience in Technical Marketing or Technical Sales, within Semiconductor industry preferred
- Good analytical skillset
- Strong technical knowledge and ability to learn fast
- Commercial sense
- Positive and open attitude
- Team-oriented style of work
- Excellent communication skills, fluent in German and English

### CONTACT

Inova Semiconductors GmbH  
Human Resources  
Grafinger Str. 26  
D-81671 Munich - Germany  
Phone: +49-89-457475-60  
Fax: +49-89-457475-88  
hr@inova-semiconductors.de  
www.inova-semiconductors.de

 **inova**  
Semiconductors