

ROHM Semiconductor is one of the major global semiconductor companies with over 20,000 employees. We design and produce a very wide range of electronic components, from ICs (ASIC, ASSP) to discretes, optoelectronics and passives. Our product range also comprises thermal printheads and contact image sensors. ROHM is a leading company in the field of Silicon Carbide (SiC). ROHM in Europe has been established 50 years ago and is based in Willich (close to Duesseldorf), Germany. We serve the European market with our sales forces located in 10 offices and the Application & Technical Solution Center.



ROHM Semiconductor GmbH  
Human Resources  
Karl-Arnold-Straße 15  
47877 Willich, Germany  
Phone: +49 2154 921-179  
<https://www.rohm.de>

For our location in **Willich** or **Stuttgart**, Germany we are looking for a:

## Business Development Manager Car OEM (m/f/d)

### Key responsibilities:

- Define and manage the activity related to business development toward Car OEMs in Europe
- Build up relationship with Car OEMs, advanced engineering and purchasing teams
- Identify and select early-stage Car OEM projects fitting ROHM growth strategy with Analog ICs and Power Discretes
- Manage strategic Car OEMs projects internally involving Sales, Marketing, and Development team
- Support day-to-day relationship with Car OEMs (contracts, short term supply management, car production forecast, etc...)
- Clarify the development and supply responsibility matrix between Car OEMs and their suppliers for the next platforms
- Develop business ecosystem through trade shows, conferences and support ROHM branding promotion through articles, Webinars, social networks
- Support driving company's success and achieving vision by contributing to our customers' needs for "energy saving" and "downsizing" of their products

### Your profile:

- Bachelor/master's degree in electrical engineering or equivalent technical degree
- Several years of experience with Car OEMs or Tier1
- Understand application and system level requirements
- Understand semiconductor industry and products
- Excellent oral and written communication skills in English and German
- Team oriented and result driven
- Open, flexible, and autonomous personality

An interesting and varied job within a co-operative international working environment awaits you!

Please apply on our career website:

<https://rohm-semiconductor.jobs.personio.de>

