



To reinforce our European sales team, we are seeking a home based (preferably southwest of Germany)

FIELD APPLICATION ENGINEER (all genders) (Power Semiconductor Modules)

Team up with us! Vincotech, a group company within the Mitsubishi Electric Corporation, is a market leader and reliable partner in power modules with a focus on sustainable technologies. The enterprise develops and manufactures high-quality electronic power components for motion control, renewable energy, and power supply applications. Headquartered in Unterhaching near Munich, Germany, Vincotech also owns and operates a production site in Bicske, Hungary, and maintains sales offices around the world. With some 800 employees worldwide, Vincotech delivers off-the-shelf products and application-specific solutions with utmost empathy for customers' needs – fast and flexible.

Your skills are in demand. We need you to:

- / Lead the technical design-in process from first product presentation up to product approval
- / Win designs with existing customers and new prospects
- / On-site technical advice and service at the customers (e.g. thermal calculations, quality claims)
- / Maintain and expand productive, professional relationships with technical key personnel in strategic accounts
- / Collaborate cross-functionally with R&D (Bicske, Hungary), Product & Technical Marketing (Munich, Germany) and the local sales managers on new business opportunities
- / Run weekly reports that summarize your activities and future week plans

Your credentials are persuasive. You have:

- / Solid technical experience in power semiconductor electronics (0.5 kW ... 250 kW) / B2B industry with long sales cycles up to two years, preferably in the industrial power conversion market
- / BSCEE or at least five years of professional experience as Field Application Engineer / R&D Engineer
- / Experience in working independently with third parties and customers
- / Excellent presentation and communication skills as well as fluent command of spoken and written English
- / Reliable, open-minded personality and convincing work ethic
- / Highly self-motivated as well as organized and well structured

We walk the talk. We offer an opportunity for you to:

- / Be a successful Field Application Engineer supporting our customers from the first technical question over the design-in and design-win until the end of the product life cycle
- / Be part of a motivating company culture where flat hierarchies and quick decision-making are realities rather than wishful thinking
- / Find an attractive salary, very good benefits and a company car – all this can be part of your priority package at Vincotech

We welcome your application and look forward to discussing how Vincotech can become your next career choice.