



To reinforce our Chinese sales team, we are seeking a home-based  
[North China, Xi'an and Beijing preferred]

## FIELD APPLICATION ENGINEER - POWER SEMICONDUCTOR MODULES [all genders]



Vincotech

Headquartered in Unterhaching near Munich, Germany, we also own and operate a plant in Bicske, Hungary, and maintain sales offices around the world. Our global team of more than 700 people welcomes you to Vincotech, a Mitsubishi Electric Corporation company.

We ambitiously tackle the surging demand for efficient power conversion. Our innovative power modules bring our customers' best ideas to life and facilitate market-leading, energy-efficient applications. With speed and flexibility, we improve people's lives around the world and create a sustainable future. We attribute our international success to our **unstoppable team**.

Our amazing employees leverage each other's strengths and support one another unconditionally to succeed together. **Every individual is key to our exceptional performance**. Each is appreciated and empowered to make the most of their potential. We are motivated and rightly so, for our work is **impactful**.

Our promise to you is clear: **We bring our customers' best ideas to life**. Join us and **empower meaningful ideas**.

### To make the best out of your work, 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
- / Give 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 Chinese sales managers on new business opportunities
- / Run weekly reports that summarize your activities and future week plans

LET'S EMPOWER MEANINGFUL IDEAS!

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## You are a good fit, if you have:

- / A solid technical experience in power semiconductor electronics [0.5 kW ... 250 kW] B2B industry with long sales cycles more than two years, preferably in the industrial power conversion market
- / A BSCEE or at least five years of professional experience as Field Application Engineer or 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
- / A reliable, open-minded, and convincing personality
- / Have a highly self-motivated, organized and well-structured working style

## Join us and succeed in a winning team:

- / Help drive innovation and long-term success at a power module manufacturer recognized as a leader in applications like renewable energy and motion control
- / Enjoy a healthy work-life balance with supportive and flexible working conditions
- / Benefit from a strong foundation for learning, development, and long-term career growth
- / Find long-term career prospects, and enjoy an attractive salary and excellent benefits

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