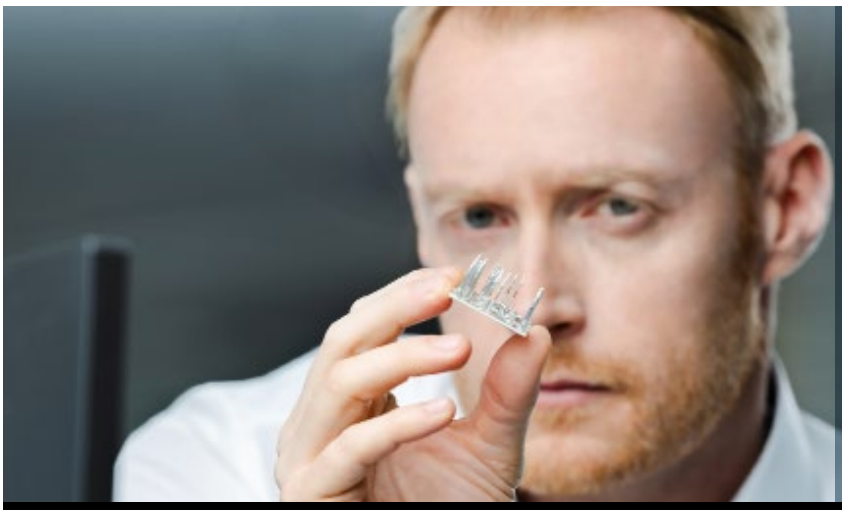


To reinforce our European Sales team, we are seeking a home-based

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 the first product presentation up to product approval
/ Win designs with existing customers and new prospects
/ Provide on-site technical advice and support to customers (e.g. product presentation, 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 local sales managers on new business opportunities
/ Visit customers in European countries with a focus on Italy, Spain, the UK, and France
/ Prepare weekly reports summarizing your activities and plans for the following week

You are a good fit, if you have:

/ Solid technical experience in the power semiconductor electronics B2B industry (from kW to MW), with long sales cycles of up to 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
/ Strong presentation and communication skills, with fluent written and spoken English; German, Italian or Spanish is a plus
/ A reliable, open-minded and persuasive personality
/ A highly self-motivated, organized and well-structured working style

Join us and succeed in a winning team:

/ Thrive as a Field Application Engineer, guiding customers from their first technical question through design-in and design-win to the end of the product life cycle, in a dynamic, customer-focused, and international mid-sized company
/ Experience a motivating company culture where flat hierarchies and quick decision-making are realities rather than wishful thinking
/ Find long-term career prospects, and enjoy an attractive salary, excellent benefits, and a company car

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

Vincotech GmbH

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LET'S EMPOWER MEANINGFUL IDEAS!