



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.

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### Vincotech Shanghai Representative Office

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