Field Application Engineer

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Company: Delta Electronics Americas

Location: Seattle

Category: other-general

Delta, founded in 1971, is a global leader in switching power supplies and thermal management products with a thriving portfolio of smart energy-saving systems and solutions in the fields of industrial automation, building automation, telecom power, data center infrastructure, EV charging, renewable energy, energy storage and display, to nurture the development of smart manufacturing and sustainable cities. As a world-class corporate citizen guided by its mission statement, "To provide innovative, clean and energy-efficient solutions for a better tomorrow," Delta leverages its core competence in high-efficiency power electronics and its ESG-embedded business model to address key environmental issues, such as climate change. Delta serves customers through its sales offices, R&D centers and manufacturing facilities spread over close to 200 locations across five continents. Delta has 158 sales offices, 72 R&D centers and 48 manufacturing facilities worldwide.

Throughout its history, Delta has received various global awards and recognition for its business achievements, innovative technologies, and dedication to ESG. Since 2011, Delta has been listed on the DJSI World Index of Dow Jones Sustainability™ Indices for 11 consecutive years. In 2021, Delta was also recognized by CDP with leadership level ratings for its substantial contribution to climate change and water security issues and named Supplier Engagement Leader for its continuous development of a sustainable value chain.

Position Purpose:

Field Application Engineers work with BGs, Partners and Customers for successful sales

conversion. This also includes the presales activities, where one has to assist in formulating the product specifications and solutions as per the customer's needs and accelerate the sales procedure accordingly. Also, one has to design the training material involved in the technical field training and assist in providing field training to the sales team.

Duties/Responsibilities:

Strong communication and organizational skills:

Ability to understand a customer needs and to probe for answers, and then determine a solution and advocate that solution to the customer.

b) Ability to work with customers and internal stakeholders and make sure all deliverables are met.

Build and Maintain relationship with key OEM/ODM customers to engage early design in jobs.

· Maintain a high degree of technical knowledge: Collaborating with sales team, engineers, and product managers for obtaining accurate information of application usage, system operations, and product management.

· Working closely with HQs and Factory in Asia to follow project status..

· Performing the desired tests and installation procedures: Preparing detailed schedule regarding the project specification, conducting research on market trends in field application, and analyzing the emerging trends for recommending the new application engineering products.

· Capacity to identify risks and raise issues to relevant stakeholders

· Quick learner and flexible to adopt of company working culture and processes

Qualifications:

Bachelor Degree in Electrical Engineering is required; Master of Science in Electrical Engineering preferred

3+ year's professional experience as a Field Applications Engineer, Solutions Engineer, or similar role in IT Company.

Experience with Power Electronics is required

Preferred

· Self-driven and results oriented

· Ability to work under pressure and to maintain deadlines

· Excellent verbal and communication skills

· 20% Travel required with overnight stays

· Strong Microsoft Outlook, Word, Excel, Power Point, and effective presentation skills

· Bilingual in Mandarin is a plus

Salary is based off experience, range is from 110k - 150k DOE with full benefits day one active.

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