

# SENIOR FIELD APPLICATION ENGINEER

## Company

The Automotive industry is living a revolution. Electrification, Autonomous driving, diverse mobility, connectivity are trends that are drastically changing the industry's rules. Among all decisive topics revolutionizing cars in the next future, Our client company is committed to support the rapid advent of electric and hybrid cars.

Our client company is a technology leader for cleaner, safer and smarter mobility. The company designs, develops and sells flexible, real-time, safe and open solutions for the automotive industry used to increase energy efficiency and reduce pollutant emissions while keeping passengers safe.

The Company is opening an Office Manager position in China. The position is in Xuhui district, Shanghai

## Role & Missions

You will be one of the senior technical interfaces with their customers, in both pre- and after-sales, and act as the key link between customer, engineering and sales.

In this role, you will directly assist China sales objectives as the technical expert on products' portfolio to secure design wins and manage technical support for the customers.

You will establish and maintain close technical links with customer accounts to facilitate rapid resolution of customer issues and identify upgrade opportunities with existing accounts.

Primary responsibilities of the position include:

- Promote and demonstrate products during customer visits
- Identify, evaluate, and report customer project needs
- Define the technical proposition using existing products and concepts to work out system solutions for customers
- Lead, Organize, Support in-depth customer technical evaluations and trainings
- Lead proof of concept, solution design and demonstrations to secure design-in
- Act as technical expert during customer visits or conference calls
- Support their participation in international trade shows, exhibitions, and industry events
- Write application notes and white papers
- Maintain customer relationships, Organize customer visits on a regular basis
- Take part on Customer Support strategy discussion for China,
- Able to structure and manage a local pool of resource.

The position requires pro-active involvement with all departments on the Company.

## Profil

### EDUCATION:

- Master's degree in electrical, electronic or system engineering

### TECHNICAL SKILLS & EXPERIENCE:

- More than 5 years of experiences in automotive powertrain edrive support in this field.
- Experience in automotive EV/BEV/PHEV vehicle control such as Inverter, DC/DC or AC/DC
- Good understanding on motor control theory: FOC, SVPWM, Sensor-less algorithm.

- Good knowledge in embedded software for automotive MCU & FPGA, for Real-Time Systems Hardware and Software Design.
- Usage of Matlab/Simulink model-based development and automatic code generation. dSPACE/ETAS Tools, HiL Simulators are plus.
- Experience in solution engineering. Support powertrain test benches and on vehicle test, able to drive e-motor calibration and performances assessment.
- Good understanding in Hybrid & Electric Vehicles architecture, Automotive Powertrains (Engine, Transmissions, Batteries, Electric Machines and Power Electronics)
- Familiar with NEV market technology trend and customers issues and challenges.
- Understanding of the automotive software quality processes (SPICE, CMMI, MISRA), Functional Safety standard ISO26262 and AUTOSAR are appreciated.

#### LANGUAGE SKILLS:

As you will have direct contact with customers, you must have excellent communication skills.

- Chinese Mandarin mother tongue
- Fluent speaking and excellent writing skills in English
- French is a plus but not mandatory

#### BEHAVIORAL SKILLS:

- Ability to identify requirements before the customer does
- Very good communication and moderation skills
- Willing to travel frequently
- Self-motivated, pro-active, flexible, and capable of accepting new challenges

Demonstrate strong communication skills at customer technical and management levels,

***Please send your resume to: [sh-recruitment@ccifc.org](mailto:sh-recruitment@ccifc.org)***