

Summitech

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POSITION TITLE: Field Application Engineer

POSITION DESCRIPTION:

Primary responsibilities of this position will be to support all aspects of sales interaction with customers, interface with customer engineering staff, provide a conduit for information from factories to customers and supervision of specification, quoting and prototyping of products sourced with the assistance of the team in Asia.

Sales support will involve frequent customer visits and teleconferences, gathering requirements, documentation management including bills of material, product specifications, product drawings and price quotes. This position will require the ability to explain technical concepts to a less technical sales staff at both customer sites and internally. Tracking outstanding issues and being able to provide up to date status information in a rigorously organized fashion is critically important in this aspect of the position.

Interfacing with customer engineering staff will entail working with the design engineering, component engineering and purchasing staff to understand component requirements and specifications. Customer requirements will need to be carefully matched to available components and regular communication with the factories to make sure requirements are understood will be a necessity. When custom design work is undertaken by local team, all aspects of the design including design data, test reports, bills of material, corrective action reports and safety certification data must be generated and managed. Regular contact with the customer will be required to ensure that customers are always aware of the status of all ongoing projects.

A substantial portion of the time spent in this position will be the process of delivering customer requirements to the staff in Asia and insuring that all documentation artifacts and prototypes meet the customer requirements. This task will involve making the factory aware of the initial requirements, reviewing drawings and associated data and obtaining and verifying prototypes. During this process continuous communication with local staff, factory engineers and customers will be required as well as detailed follow up to make sure that customer testing and qualification is successful.

Lastly, this job does require traveling domestically a few days a month and internationally a few times a year.

DESIRED MAJORS: EE

REQUIRED QUALIFICATIONS:

A successful applicant will have strong technical skills in electrical engineering and the ability to quickly understand electrical and mechanical drawings and material specifications for products ranging from inductors and transformers to cables and connectors.

HOW TO APPLY:

Interested students should submit a cover letter and résumé to engineeringinquiry5@gmail.com.