

JOB DESCRIPTION

Job Title: Field Applications Engineer
Department: Sales
Location: Central USA
Territory: Central USA

Position Summary:

The FAE is responsible for providing technical and application support to customers for Astrodyne TDI Power Supplies and Filters. This is to assist in the selection of the appropriate solutions for their requirements, resolve customer issues, and develop requirements in pursuit of new business development. The candidate will work with the design engineers, marketing personnel and the field sales team to accomplish these objectives.

Job Responsibilities:

- Identify sales and business opportunities with customers within the region (geographic or industry) to grow the pipeline in line with the product and technology roadmap.
- Execute the conversion of opportunities into wins.
- Drive the local channel partner branches to generate growth in revenue and new wins
- Drive the definition, design win and development of new products and / or platforms,
- Generate, prepare and present proposals (e.g. product selection, design solutions, product specifications, project objectives) to customers in conjunction with the relevant Product Manager
- Proactively interface and communicate with internal stakeholders (e.g. Engineering, Product Management) to build and maintain strong relationships to achieve the customer deliverables and to provide regular project status updates.
- Proactively interface and communicate with the customer to build and maintain strong relationships
- Ability to solder and rework to modify existing designs to meet new requirements
- Bench testing of existing products including setups with the thermal chambers
- Support customer equipment testing for compliance
- Assist with product marketing materials and datasheets
- Train partner FAEs to sell the solution value proposition and address customer needs.

Experience & Training:

- Experience with Power Electronics & EMI
- Experience with Engineering Project Management
- Strong system and circuit troubleshooting skills
- Excellent communications skills and desire to interact with customers
- Agency compliance (UL, CSA, VDE, CE) experience
- Component soldering skills
- The successful candidate must possess an analytical mind-set and attack problems with great curiosity and attention to detail

Qualifications:

A Bachelor's Degree in Electrical Engineering or related discipline required along with work Experience of 5+ years in the electronics or related industry.



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Travel Requirements:

- Position will be based out of the office in the Anaheim area
- Regular local travel required to support the Regional Sales Manager and the Manufacturers Rep Sales People
- Other major territories supported include WI, MI, IL, IN, MN and TX
- Occasional visits to NJ for training and other needs

Due to Military affiliations, we are unable to sponsor candidates who require a Visa. Must be US Citizen or Permanent Resident/Green Card Holder.

Astrodyne TDI provides equal employment opportunities to all employees and applicants. Our culture is one that provides opportunities for employee involvement, growth, and development. Astrodyne TDI offers competitive salary, paid time off, robust healthcare benefits, and 401(k).

To Apply: Please email your resume to Lindsay.Finnigan@astrodynetdi.com.