

**Job Title:** Field Application Engineer (FAE)- Central/West Europe  
**Department:** Sales  
**Location:** Based in Germany or the Netherlands  
**Responsibility:** Region within Europe, not all of Europe

**Position Summary:**

Astrodyne TDI is looking for a Field Application Engineer (FAE), ideally located in the Netherlands or Germany, as part of our ambitious expansion plans in Europe.

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.

The FAE will ideally be located within their assigned region and work out of a home office. Travel is expected to average 60% within territory on a weekly basis, plus around 10% out of region within or outside of Europe, as the need arises.

**Job Responsibilities:**

Develops a business plan for the penetration of accounts and the growth of sales of the Company's products to customers in the assigned territory.

- \* 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.
- \* Work with the customer on design opportunities in order to position ATDI and convey our value proposition to set us apart from competitors
- \* 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

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- 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
  - Able to communicate effectively in English and German. French desirable.

**Education & Experience:**

Electronic or Electrical Engineering degree along with prior Power Supply industry or EMI Filter application experience.

**Features & Benefits**

Join Astrodyne TDI, a successful and fast-growing company, and become a key contributor to our strategic expansion in Europe. Astrodyne TDI offers a competitive salary and sales incentive plan.

Our culture is one that provides opportunities for employee involvement, growth, and development. Astrodyne TDI provides equal employment opportunities to all employees and applicants.

To Apply: send cover letter and resume to: [lindsay.Varnum@astrodyneTDI.com](mailto:lindsay.Varnum@astrodyneTDI.com)