

Field Application Engineer-FPGA

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Company: Future Electronics

Location: United Kingdom

Category: other-general

We know our employees are what make us great, that's why we constantly develop and motivate our talent with world class organizational development in order to learn and achieve our goals together Successful applicants will gain a highly competitive salary, full training and a range of benefits including pension, private medical, life insurance, onsite restaurant to name a few. Job Outline: The prime responsibility of a Specialist FAE is to provide bespoke application support to customers with a focus on Future Electronics Franchises relevant to a dedicated product portfolio such as: Wireless, Sensors, Imaging and Vision, Power, Embedded Processors (High End), Displays, FPGA or Lighting. This will require the effective positioning of product proposals, applications and design solutions to the Company's customer base. By utilizing previous design and product knowledge gained through education, experience as well as training seminars held by the Manufacturers for which the Company is franchised with the intent to unify and secure long-term commercial engagement. What the role involves:

- Is a technical advisor on the dedicated product portfolio (across all franchised vendors as suited to the assigned customer base and ascertain the most effective promotional i.e. demonstration, design-in etc. of the product line to the Company customer base
- Responsible for solving customer problems and product challenges through appropriate positioning and presentation of Future Electronics franchised products fulfilling customer requirements.
- Identifies and understands opportunities and provides appropriate technical solutions (through frequent customer visits, appropriate utilization supplier FAE resources and follow up to maximize customer's success and Franchise product Design Ins.
- Develops and maintains technical relationships with technical decision

makers and key influencers at customers•Maintain accurate customer information via CRM to ensure opportunities can be tracked to a successful conclusion•To be accountable for several product classes to which it remains their responsibility to promote to sales personnel and external customers alike•Takes part in the support strategy definition during development phases, from the feasibility concept to customer's production (jointly with Sales and other Supplier organizations).•Contributes to the customer's system architecture definition.•Is accountable for the technical assistance to customers during the development phase and help them solve their problem to ensure the project ramp into production, meeting customer deadlines.Do you have:•Educated to a degree standard in Electronic Engineering with minimum of five years design experience within defined electronics company / field•Proficient with current tools used within a design environment i.e. VHDL, Viewlogic, C/C++, MathCAD, Spice etc. per the respective focus group•Qualified through supplier certification according to their product specialisation•Excellent communication, interpersonal and presentation skills.•Commercially astute, highly organised and self-motivated•High degree of resilience and service orientation.•Self-motivated as well as being able to work as part of a team focusing on the result within given timelines.To Apply send your CV to nik.rodway@futureelectronics.com Founded in 1968, Future Electronics is a worldwide leader in electronic components distribution and is recognized as one of the most respected and innovative companies in the industry today. Headquartered in Montreal and operating in 169 locations in 44 countries around the world, Future Electronics has earned an impressive reputation for providing outstanding service and developing efficient, comprehensive global supply chain solutions. We are committed to Equality, Diversity and Inclusion. We recruit the 'best person for the job' regardless of age, race, colour, gender, gender identity, sexual orientation, religion, or disability - creating an inclusive working environment and culture for all our employees.

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