

Job Description

Job Profile Name: **Application Engineer**
 Function Area: **Automation Engineering – team**
 Location: **Singapore**

Master Job Profile

a. Summary of Job Contents

Responsible for providing pre-sales application consultancy to the sales team, with a focus on Electric Automation. Takes commercial considerations fully into account when proposing solutions. Proactively drives Electric Automation business expansion by uncovering potential and actively identifying opportunities. Assists customers in selecting and acquiring EA products suitable for their applications. Responsible for pre-sales design of solutions and conceptual ideas for custom solutions prior to handover to engineering team. Accountable for end2end process of solutions to initial installation at customer site.

b. Key Responsibilities

- Provides technical expertise/consultancy within the sales process and guides to a system concept solution for Electric Automation
- Defines the electrical and mechanical design of a solution, derived from the requirement specification defined together with the customer, with focus on standard products
- Focuses on commercial and technical feasibility of proposals, base on deep technical product knowledge
- Promoted the use of the Festo Experience Center to conduct customer workshops to develop customized solutions and increase customer loyalty
- Performs feasibility studies by means of sample setups, simulations or calculations
- Holds end2end accountability for solution opportunities from identification phase until installation
- Supports the Sales Engineer in defining the right price and conditions for a solution
- Drives the further growth in Electric Automation and proactively looks for new opportunities
- Works closely with internal parties, especially the Engineering Center team, on assembly, system alignment, installation, fine tuning of mechanical systems, troubleshooting & testing of system
- Shares experience and know-how within the Application Engineering team and other internal parties
- Supports colleagues and customers in other S6 countries through its application expertise virtually or on-site
- Ensures a close collaboration with the Automation Engineers
- Provides onsite technical product training for customers during the installation
- Assists in training initiatives to train the Sales Engineers in newly launched EA products
- Performs other related duties that may be assigned/requested from time to time by the Head of Application Engineering

c. Core Dimensions

Area of Responsibility	Engineering Support, Electronics & Assembly
Budget Responsibility	Nil
Primary Reporting to	Head of Application Engineering
Dotted Reporting to	Nil

Job Description

No of Direct Reports (Positions) Nil
 No of Indirect Reports (Positions) Nil

d. Knowledge/Skills/Experience Requirements

Knowledge:

Study Discipline	Bachelor Degree in Mechatronic , Electrical, Mechanical
Postgraduate Studies:	Nil
Others	Diploma can be considered based on work experience

Specialist Knowledge:

Technical knowledge	√
Knowledge of products	√
Knowledge of customers	√
Knowledge of market/industry segments	√
Knowledge of Festo as a company	√
Business knowledge	√
Management knowledge	X

Skills:

Language Skills:	English – Good/Proficient
Computer Skills	Good

Experience:

External to Festo:	Min 2 years
In Festo	Min 0
Special experience in a particular industry segment:	Preferably in Industrial Automation
Special experience in a particular function:	Preferably with experience in Machine Applications. Experience in project management would be an advantage.
Management experience:	Nil