Help to Solve
the Mystery of Life.

And Much More.

PI

#Make the
impossible
possible

We are looking for you as

Application Manager

Location: Shenzhen
Headcount: 1

The Application Manager is responsible for Application team to support the PI sales teams focused on target customers within China and within the major market segments. Forward thinking organizations challenging themselves on what is possible in order to achieve more with less, FAE's work alongside the PI sales teams and in partnership with these organizations within the specific market segment, to learn about their precision motion control challenges, understand their requirements and advise on the best approach to achieve the necessary results, designing and presenting PI's best solution based on precision motion control.

Your Tasks:

- Field consultant in a pre-sales capacity to customers with challenging applications and processes, focusing on a strategic market segment.
- Demonstrate how to solve customers' challenges by understanding the roadblocks.
- Qualify/Define customized solutions in cooperation with FSE and TSE.
- Secure sales and reduce selling cycles by offering bespoke solutions/services
- Direct interaction with customers in China whilst working alongside the local sales teams.
- Set up demonstrations of technical solutions for customers and PI sales force, at customer sites, exhibitions.
- Form close relationship with PI's Director of Segment Marketing, TSEs, R&D and MarComs, to make sure that the technical capabilities necessary to address emerging applications are present in our products and well communicated to the marketplace.

The future awaits you – at PI

You want to join a company that makes the impossible possible? Then we look forward to your application and a statement about your salary expectations.

Your contact at PI
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- Provide customer support on pre-sales and post-sales issues in close collaboration with the service team and sales team.
- Work with the Service teams to deliver customer training and installations when required.
- Devise and construct on unique custom solutions to directly address customer challenges.
- Monitor the market and competition, and feedback to the management the recommendations to drive new product initiatives to address gaps within the PI portfolio.
- Support the MarComs department with your presence at trade fairs and exhibitions.
- Build long term relationships with key customers, and establish yourself as a trusted advisor.

Your Profile:

- At least Bachelor of Science degree in Electrical Engineering, Mechanical Engineering, or related field, from an accredited college or university
- 10+ years of experience of working within a customer facing complex technical mechatronic sales environment.
  5+ years' experience in engineering team management
- Experience of designing solutions to complex problems and presenting your results to customers in a consultative capacity.
- Experience of working under pressure.
- Proven ability to establish and maintain long term relationships with both internal and external senior executives.
- Experience in problem solving and leading a team to resolve complex technical issues.
- 100% customer focused
- Superior leadership and outstanding professionalism in front of customers.
- Excellent communication and negotiation skills
- Master of the English language (verbal and written)
- Free to travel within the region frequently and global travel periodically.

Personal Attributes:

- Highly technical in a motion control environment
- Self-motivated and with a passion to be challenged.
- Consistently challenge themselves in the work that they produce to attempt to find a better solution.
- Excellent in communication both written and verbal
- Highly organized and a results/delivery-oriented professional who finds creative solutions to problems and meets commitments.
- Adaptable to change and takes responsibility for actions
- Treats people with respect; inspires the trust of others
- Quick and efficient to problem solving