

Help to Solve
the Mystery of Life.

And Much More.



Make the
impossible
possible

We are looking for you as

FSE_Semiconductor Segment (Location Shanghai)

The function of Field Sales Engineer is to carry out sales development activities, look for sales opportunities in the assigned sales territory (or sales segment), understand customer information, confirm customer needs, and cooperate with internal TSE, application engineer and other colleagues to promote sales results and growth of sales department.

Your Tasks:

- Responsible for overall sales activity in the semiconductor segment.
- Managing and expanding existing sales pipelines in cooperating with the regional sales team
- Develop new business and build solid pipelines
- Identify sales growth opportunities, set yearly sales targets based on the agreed strategy
- New customer acquisition by fully aware of customer's needs, product value proposition, and competition, dealing with commercial T&Cs
- Key account management, identify the winning strategy, and execute with detailed actions
- Establish Network across industries, customers, machine builders, and other OEM partners
- Periodically review with customers; this includes Competitor activity and pricing to ensure that company is positioned firmly for success.

Your Profile:

- Bachelor of Science degree in Electrical Engineering, Mechanical Engineering, or related field, from an

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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accredited college or university

- 8-10 years of successful experience in China sales & marketing position with a demonstrated track record of success
- Successful previous experience as a sales representative, consistently meeting or exceeding targets.
- Familiarity with the semiconductor industry is preferred
- Good verbal and written communication in English
- Strategic selling skills, ability to identify promising opportunities
- Independent self-starter & ability to travel within China region
- Well-developed interpersonal skills; able to build relationships quickly