Title: Field Applications Engineer/Sales Engineer

Job Description:

Flextronics Lighting Solutions (FLS) is now taking applications for a Field Application Engineer (Sales Engineer) (SE) who will actively support the implementation of the company's sales strategy and objectives. As a member of the FLS team, you will be responsible for developing project concepts to a workable solution and assisting the sales team in their endeavors. Furthermore, the SE is required to prepare bills of materials, produce schematic wiring diagrams, and lighting calculations. The SE will also deal with daily technical enquiries from our partners (Internal Sales team, Flex Global Initiative, Manufacturer's reps, etc).

Working Tasks

- Work with our customers and our Sales Representatives to understand the requirements of projects thereby providing the appropriate technical and application support to ensure all objectives are met.
- Review project specific renderings and CAD files and respond with wiring and power supply diagrams, analyze voltage considerations, control locations and requirements.
- Acts as a liaison between customers, members of the sales team, as well as other FLS departments to ensure the project is well managed and coordinated
- Make decisions regarding product implementation into projects.
- Offers technical assistance and application guidance to the customer from project pre-design and specification through installation.
- Manage record keeping and project documentation for all work performed in accordance with company systems and organization
- Work along Inside Sales staff to assist in the preparation and delivery of detailed proposal / quotation packages
- Provide project design assistance through photometric studies, fixture recommendations utilizing expert opinion on FLS products
- Ensure each project is registered in company's computer system and documents are complete, current and stored appropriately.
- Participate in regular project status meetings ensuring that the sales team, sales engineering and Director of Engineering are well informed of project status.
- Conduct project post mortems and create recommendations
- Take charge, upon request, of certain special projects.
- Represent FLS company vision and values in supporting quality lighting applications and successful projects
- Understand competitive products strengths and weaknesses, price points and equip FLS sales channels with technical sales strategies for winning opportunities.

Qualifications / Required Skills

- AutoCAD training and experience
- AGI32 training and experience
- Strong knowledge and experience of lighting specification support
- Knowledge of basic lighting control systems, such as occupancy sensors, wireless remote systems.
- Good written and oral communication skills in English.
- Team player

In addition to the above, preference will be given to candidates with:

- Knowledge of the lighting and/or construction industry.
- Experience with and knowledge of LEDs and Solid State Lighting systems.
- Bachelor's Degree in Architectural Engineering or Electrical Engineering.

Education Required

- Bachelor's degree in , Architectural Engineering, Electrical Industrial engineering, Architecture or equivalent theoretical knowledge with a 2-4 years experience

- 8-10 years of relevant experience with building lighting design; LED technology and/or lighting-related application engineering would be a plus.