

About MPS

Monolithic Power Systems, Inc. has emerged as the fastest-growing semiconductor company by developing superior products, providing excellent support, and aiding the world's largest companies with their product development. We are creative thinkers, we break boundaries. With over 4.000 employees worldwide, MPS's diverse product portfolio includes over 4,000 products ranging from power conversion systems, power modules, precision analog, μ Controllers, motor drivers, position sensors and many more.

Job summary

The Associate Field Sales Engineer (FSE) will join the MPS NOW team that is responsible for mass market customers in Europe.

The position primarily addresses new college graduates who want to enter a career in a technical sales department at MPS Germany. The ramp-up phase will foresee assignments in different departments (field application, customer service, marketing, product line) to give insights in and learn from other teams.

- Contribute to MPS Revenue growth in the region through direct and in-direct technical sales activities.
- Develop solid technical understanding of our products and relevant solutions.
- Identify and develop new business opportunities to grow MPS business.
- Work as a team with the assigned MPS Now FAE team and effectively manage this resource to maximize value-add to the customer
- Identify and develop new business opportunities with distribution partners
- Gather customer feedback towards the development of next generation MPS solutions.
- Drive the customer requirements internally and manage all levels of follow-up and support ensuring that the customer's needs and requirements are exceeded

Qualifications and Skills

- Studies in electrical engineering or industrial engineering (with elements of electrical engineering).
- New college graduate or less than 2 years of experience in the electronics market, ideally with interest/experience in power management and analog systems.
- Language skills: Ability to communicate at all levels written and oral (German and English, advanced)
- Driver's licence and willingness to travel
- Curiosity to understand how technical systems and end applications work, and able to quickly learn new technical topics
- Strong communication skills that help with building up business relationship with internal and external stakeholders
- Independent work style, proactive behaviour and solution-oriented mind set to overcome obstacles

What we offer

- **Competitive Salaries**
We believe in taking care of our employees and ensure this by offering comprehensive and attractive compensation packages.
- **Diverse Career Development & Promotion Opportunities**
We believe in adapting quickly and efficiently to the ever-changing face of consumer needs and this means that your job responsibilities will also be constantly evolving. Coming to work will never cease to be challenging!
- **Open Communication Culture**
We pride ourselves in our ethnic diversity. This means that you will be exposed to different ways of thinking and getting things done.
- **Leading & Advanced Technology**
Since we are the leaders in Power Solutions, you will learn from some of the most talented people in the industry.

What to do?

If you are interested and would like to learn more about this opportunity, please send an email to EUjobs@monolithicpower.com, mentioning:

- Name and Surname
- Degree (eg; MS in Electrical Engineering) expected graduation year
- Current university
- Formula Student Team (if applicable)