



マレーシアの求人なら
JAC Recruitment Malaysia

PR/160462 | Field Application Engineer (FAE) – Interconnect Solutions

募集職種

人材紹介会社

ジェイエイシーリクルートメントマレーシア

求人ID

1599266

業種

その他（メーカー）

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2026年07月11日 23:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

We are seeking a highly motivated Field Application Engineer (FAE) to drive design wins and customer success across Southeast Asia. This role is critical in engaging customer engineering teams early in their design cycle, delivering technical solutions, and influencing product selection through strong application expertise.

As an FAE, you will act as a trusted technical advisor, combining engineering knowledge with commercial awareness to support customers' interconnect design challenges—ultimately enabling business growth and long-term partnerships.

Primary objective: Drive successful design wins through strong technical support and relationship management.

Coverage: Malaysia, Thailand, Vietnam | Travel: ~20–30%

Key Responsibilities

- Drive design win activities by engaging customers early in their product development cycle
- Provide high-quality, engineer-to-engineer technical support to resolve design challenges
- Build and maintain strong technical relationships with customer engineering teams

- Understand customer requirements and propose innovative interconnect solutions
- Offer design guidance for connector and system-level interconnect applications
- Differentiate product offerings against competitors through technical value and positioning
- Align with internal business units to support customer roadmaps and future requirements
- Support pre-sales and post-design activities to ensure customer success and satisfaction
- Travel regionally (Malaysia, Thailand, Vietnam) to support customer engagements

Key Requirements

- Bachelor's Degree in Mechanical Engineering or Electrical/Electronic Engineering
- 3–5 years of experience in connectors, interconnect systems, or related applications
- Strong understanding of system-level interconnect requirements
- Good problem-solving and analytical skills
- Excellent communication skills with ability to engage both technical and non-technical stakeholders
- Proactive, self-driven, and strong team player in a global environment

Preferred Qualifications

- Experience in data center / server systems, including:
 - Power supplies
 - BBUs
 - GPU / compute platforms
 - Storage and networking systems
- Knowledge of industry standards (UL, EIA, IEC, Telcordia)
- Experience supporting design-in / design win activities with customers
- Exposure to rack-level or system integration solutions

Key Competencies

- Strong customer-facing and relationship management skills
- Ability to translate technical requirements into practical solutions
- Commercial awareness with focus on winning business opportunities
- Strong presentation and influencing skills
Ability to operate independently across multiple countries

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