

**Position:** Field Application Engineer, Location: North Bay area, California

**Company:**

TOYO Corporation, recognized in Asia as the preeminent provider of complete EMC testing solutions including EMC test software and equipment, has opened a branch office in Fremont, California.

**Job Description:**

Committed to expanding our successful EMC business to North America, we are seeking a local field application engineer to provide pre-sales and post-sales technical support for TOYO's EMC test software and EMC test equipment. This is a unique career opportunity to shine as a key contributor in opening new markets with the latest in leading edge EMC testing technology. The successful candidate will be an integral part of a ground-breaking sales team, contacting and forming professional relationships with a wide variety of customers – each with unique, challenging testing problems to solve. This position also provides opportunity for extensive travel within North America and occasionally to Asia.

**Responsibilities:**

- Operate as point of contact for any and all matters specific to your accounts
- Build, develop, nurture and maintain strong, long-lasting customer relationships
- Oversee customer account management, include negotiating contracts and agreements to maximize profit
- Understand customer's requirements through remote and onsite meetings
- Deliver presentations and demos of the EMC test software and equipment to customers
- Propose EMC measurement systems/solutions
- Cooperate with EMC chamber builders and other EMC related principals
- Install/Verify EMC measurement systems in EMC Labs
- Operate/Evaluate RF measurement instruments
- Training/Support/Documentation/Trouble-Shooting/Repair of delivered EMC measurement systems
- Train/Support sales team and sales reps in each state

- Support exhibitions, seminars and webinars
- Support joint-study with the customers and universities

### **Qualifications:**

- B.S.E.E.
  - Preference given to MSEE and other technical graduate degrees
- Five+ years of technical sales experience in EMC industry
- Five+ years of experience using EMC test software
- Understand current EMC and RF standards
- Passionate and strong desire to succeed
- Excellent communication skill (Verbal and written)
- Travel about 50% (Occasionally international)

Contact: [info@toyotechus.com](mailto:info@toyotechus.com)

