Field Applications Engineering Manager, Eastern China

Location: Eastern China
Department: Sales

About iDEAL Semiconductor

At iDEAL Semiconductor, we're redefining what silicon can do.
Our proprietary SuperQ® technology is breaking long-standing performance limits of traditional power MOSFETs—enabling faster switching, higher efficiency, and more compact system designs across applications like AI infrastructure, battery management, motor drives, and fast charging.

We're a fast-moving, highly collaborative team of engineers and innovators focused on solving real-world power challenges.

Silicon. Reinvented.

The Role

We are seeking a highly motivated and technically strong Field Applications Engineering (FAE) Manager to lead our customer-facing engineering team across Eastern and Northern China. This role is critical in driving design wins, accelerating customer adoption, and strengthening technical relationships with key accounts in high-growth power electronics markets.

The ideal candidate combines deep application-level expertise in power semiconductors with strong leadership skills and a passion for working directly with customers to solve complex design challenges.

This role reports to the Vice President of Asia Pacific Sales

Key Responsibilities:

- Customer Engagement & Design Support
  - Serve as the senior technical interface for key customers and strategic accounts
  - Drive design-in and design-win activities from concept through production
- Business & Sales Alignment
  - Partner closely with regional sales to identify and prioritize high-value opportunities
  - Contribute to account strategy, pipeline development, and revenue growth

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- Provide technical insights to influence product positioning and competitive strategy
- Technical Expertise & Market Insight
  - Maintain deep knowledge of power electronics topologies and semiconductor technologies
  - Act as a voice of the customer, providing feedback to product management and engineering teams
  - Support customer evaluations, including troubleshooting, performance optimization, and system-level validation
- Cross-Functional Collaboration
  - Work closely with factory applications, product marketing, and design teams to align on customer needs
  - Support the development of reference designs, application notes, and technical collateral
  - Participate in industry events, customer workshops, and technical training sessions

Required Qualifications:

- 15+ years of FAE Experience with 10 or more years of hands-on technical support for Motor Drive and Power Supply customers
- Experience designing Power Semiconductor Discrete and/or IC products into customer end products with emphasis on achieving the highest efficiency for customer designs
- Ability to collaborate with local sales, distribution, and factory Marketing and Technical teams to find solutions to customer challenges and also to help foster new SuperQ product ideas
- Demonstrated success in supporting customers in achieving their design goals within their allotted timelines
- Strong understanding of power electronics systems and semiconductor devices, with the ability to communicate to customers the value proposition of SuperQ products versus competitor products
- Relationship-building ability with customers such that they will seek your support when they have new programs
- Mentor other team members to help them increase their knowledge and ability to replicate success with their customers
- BSEE or MSEE Degree

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Why Join iDEAL

- Work on next-generation silicon technology redefining performance limits
- Direct impact on products used in high-growth markets
- Collaborative, low-ego culture with high technical depth
- Opportunity to grow with a scaling semiconductor company
- Exposure to global customers and cutting-edge applications

Compensation s Benefits

- Competitive salary
- Equity participation
- Health, dental, and vision insurance
- 401(k), PTO

How to Apply

Submit your resume via Careers - iDEAL Semiconductor

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