

Field Application Engineer/Sales Orientated New College Graduate Program



Altera New College Graduate program is designed for nurturing future Field application Engineer / Sales Talents. We help you grow and build up both technical and business competences with an accelerated experience of one year plus ramp-up training through horizontal cross-functional rotation within core departments. Locations of the ramp-up training may vary across Altera China sites (Beijing; Shanghai; Shenzhen; Chengdu; Xi'an).

We provide step-by-step systematic training and learning chances for a new hirer to master Product Knowledge and Industry Knowledge, and gain Application Design Experiences and Process Knowledge. We help pave the road towards your destination of a qualified FAE or Sales professional.

Job Responsibilities- Field Application Engineer

- Owns customer experience for the project
- Uncover detailed technical requirements for project
- Understand customers application
- Engage experts in technical evaluation & proof of concept as required
- Proactive engagement for technical issue prevention in early phases of a program
- Lead the project execution and deliver all technical commitments
- Coordinate issues resolution with backend engineering resources

Job Responsibilities-Sales

- Owns Customer relationships & account strategy at all levels
- Manage both technical and business engagements
- Engages early with customer to uncover new opportunities
- Provide business proposals on devices, tools, IP, services
- Responsible for executive alignment, account, opportunity level plans and execution
- Coordinating resources to create technical and business winning proposals
- Manages customer expectations on critical issues (technical & supply)
- Strong relationship with internal functions

Qualifications:

- National-wide college student competition winner or project leading experiences preferable
- Master or Honorary Bachelor students from a well-recognized university with a major in Computer Science, Electronic Engineering, Automation or equivalent.
- Excellent communication & interpersonal skills, good team player.
- Proficiency in oral and written English skills
- Good learning agility, strong self-awareness, strong capability on planning and problem solving.
- Passionate with career development leading to core business role
- Able to interact with all levels of employment and work in multi-cultural environment

Chat with us about the awesome opportunities we are offering now. Get in touch with us. Welcome to send your resume to jowang@altera.com and book your calendar now!