

**We will be the technology
behind every electronic solution.**

Make it come true!

Date of Entry: **01.10.2011**
Final Role: **Account/
Distribution Business
Manager/Field Application
Engineer**
Final Location:
**Germany, France, Sweden,
Finland, U.K., Czech Republic,
Hungary, Russia**

Apply now: application@ti.com



TI is a global semiconductor company and the world's leading designer and supplier of analog and embedded processing technologies. Our fundamental commitment is to support customers' ideas so they can create new electronic systems that make the world smarter, healthier, safer, greener and more fun.

If you want to be part of an open-minded environment that provides great rewards for great work and offers high levels of responsibility early on, look no further and jumpstart your career after graduating!

Start your career today with TI's

European Graduate Program

How we develop our next generation leaders:

- As a participant in the European Graduate Program (EGP), you will rotate through challenging positions across our European Business & Marketing Organization during a 12 month period. You will gain valuable product, business and customer knowledge and benefit from a strong training curriculum. International assignments will help you broaden your horizon and be close to our customers anywhere in Europe.
- You will have the support of experienced mentors to guide you through the process and help you build a valuable global network, even beyond the program.
- In your final role as a Account/Distribution Business Manager/Field Application Engineer, you will be responsible for establishing and maintaining long-term customer relationships as well as providing technical solutions in order to identify new business opportunities and drive growth in your region.

What it takes to join the EGP:

- Completed studies in electrical or business engineering
- Desire to be the interface between customers and TI's technical experts.
- Passion to explore the business side of the technology industry.
- Advanced English language skills and fluent local language skills, depending on the final location.
- Ability to think outside the box and willingness to drive ideas forward.
- Flexibility to relocate to a variety of different TI sales offices in or near major cities in your home country after the program.

Innovate. Create. Make the difference.

Find out more: www.ti.com/europe/egp



Position:	Analog Field Application Engineer (m/f)
Place:	Czech Representative Office
Goals:	Gain analog market share in Czech and Slovak republic
Description:	<ul style="list-style-type: none"> • The Field Application Engineer is responsible for offering competent technical support, in-depth understanding of applications, products and technical problems. He/she will work directly together with our customer design engineers to design-in our products and solve customer problems. • The Field Application Engineer main expertise needs to cover power supply design of SMPS (Switch Mode Power Supply) – non isolated and eventually isolated approaches. The Field Application engineer has to be familiar regarding signal chain and data conversion basics as well as he/she needs to be capable to cover topics related with typical interfaces used in industrial and consumer applications. • The Field Application Engineer has to be familiar with simulation tools (SPICE like), calculation foils (Match CAD, Excel) to support customer problem and propose solutions. • Use his/her in-depth understanding of our customer applications, products and trends to define our next generation products. • Regularly visits assigned accounts design departments and be competent discussion partner on offering solutions using our products. • Prepare and provide technical seminars and workshops to our customers and distribution • Team up, collaborate intensively with local sales forces and flex team leveraging also the relationship with channel partners • Team up with ww support team to drive mid and long-term market share and design in success • Compile technical articles for publication in Trade journals. • Establish effective working relationships with counterparts, marketing and US product lines to maximize business opportunities. • Continuously ensure close alignment with Business Development in regard to target applications, product portfolio and strategy • Forward any leads created at customer to the Sales team. • Regularly report design in/win progress/issues <ul style="list-style-type: none"> • Analyze Market opportunities for TI • Assist local distributors to identify potential new customers • Report Market trends and developments in the Semiconductor Industry in Czech and Slovak Republic