

# FIELD APPLICATION ENGINEER INTERN

---

This is an Intern position for a qualified individual to work under a senior level Field Applications Engineer in Renesas' Sales Organization.

## PRIMARY RESPONSIBILITIES

- Extensive hands-on supporting the local lab will be required (optional)
- Efforts will be focused on understanding and demonstrating Renesas' value proposition and solving technical concerns in order to ensure that the customer uses Renesas products (optional)
- Assist with the development of new customer designs, perform technical reviews, provide analysis and troubleshooting efforts and conduct new product evaluations.
- Extensive hands-on supporting the local lab will be required. Efforts will be focused on understanding and demonstrating Renesas' value proposition and solving technical concerns in order to ensure that the customer uses Renesas products.
- Additional responsibilities include product characterization, design simulations and competitive analysis.
- As the engineer gains knowledge, skill and experience, the role will evolve to take on additional responsibility of a Field Applications Engineer.

## QUALIFICATIONS

- Candidates must be pursuing a Bachelor's degree or higher in Electrical

Engineering, Computer Engineering, Electrical and Computer Engineering or related field

- Basic understanding of schematics, layouts and digital components
- Knowledge and understanding of analog circuitry (examples include op-amps, DC/DC power, data converters, sensing, etc.)
- Knowledge of the semiconductor industry is a plus.
- Ability to interface with customers to solve customer problems.
- Good communication skills, both written and verbal are a must.
- Must be able to develop and deliver clear and concise presentations
- Ability to effectively balance strong technical skills with solid relationship-building capabilities
- Demonstrated strong analytical and problem-solving skills
- Strong written, verbal communication skills
- Ability to work in teams and collaborate effectively with people across various functions
- Strong time management skills that enable on-time project delivery
- Demonstrated ability to build strong, influential relationships
- Ability to work effectively in a fast-paced and rapidly changing environment
- Ability to take the initiative and drive for results

# TECHNICAL SALES ENGINEER INTERN

---

Our Renesas Strategic Account Sales Team is looking for a talented Electrical Engineering or related student to join our team this Summer as a Sales Engineer. Our team works with strategic industry partners and customers on system hardware solutions primarily for datacenter, networking, client compute and telco applications. The successful candidate will work directly with Global Account Managers in the team during their internship. An intern working with team can expect to learn about semiconductor ecosystem and landscape, datacenter/server HW design basics and guidelines, semiconductor product development flow and process, as well as customer facing support experience and skills during their time with our team.

## Roles and Responsibilities:

- Support primary Account Managers in the team on various analytics and management tasks such as business analysis and development, project management, supply readiness, etc.
- Candidate will have opportunity to work with various internal teams such as application engineering, technical marketing, sales application engineering and operations, etc, a perfect opportunity to learn about semiconductor product development and support process flow as well as various functionalities.
- Candidate will have opportunity to engage in direct customer support activities, gaining customer-facing communication and negotiation skills.
- Quickly become familiar with Renesas product portfolio
- Interface professionally with customers to understand their technical needs and challenges

- Complete special projects in coordination with Sales Management.
- Learn the basics of revenue forecasting, open order management, and long term planning
- Assist in Customer Relationship Management (CRM) data entry
- Work collaboratively with other Global Account Managers, Field Sales Engineers, Field Applications Engineers, distribution partners and product engineers to architect the best solutions for customers, including block diagrams, schematics, simulations, etc

## Qualifications:

- Engineering Student Required, BS Electrical or Computer Engineering
- Self-starter with strong communication skills
- Proficiency in English, both verbal and written
- Basics in embedded system design with ability to understand and create block diagrams of customer applications.
- Motivated, Responsive and Driven Personality required with strong organizational skills
- Travel required, up to 50%
- Passionate about the semiconductor and hardware industry, eager to learn semiconductor products and technologies, as well as targeted applications and designs
- Being responsible and responsive in a fast-moving team