

Automotive Application Engineer Asian market for fast moving Swiss high-tech company

Position: Application Engineer
Employment: 80-100%
Work place: Shanghai (home office until local entity Bcomp in China)
Starting date: September 2023 or to be discussed

POSITION OVERVIEW

Bcomp Ltd. is a young and dynamic Swiss company specialised in the development, marketing and sales of natural fibre composite solutions for high performance applications.

With a background in the sports and motorsports industry, we are now focusing on establishing ourselves in the mobility market. We develop sustainable light-weighting solutions based on natural fibres in close collaboration with our customers, in a fast-paced and entrepreneurial working environment.

To strengthen its technical customer support team and further boost its market entry into large-scale mobility, Bcomp is looking for an Automotive Application Engineer for the Asian market. The position will be based in China.

Bcomp's technologies for the automotive market – mainly the powerRibs™ and ampliTex™ technologies – are in industrialisation phase and ready to be used by our customers to manufacture interior parts based on thermoplastic and thermoset matrices. The focus of the Application Engineer lies in supporting customers reach serial production of parts for the automotive sector. The Application Engineer will help the customers reverse engineer existing standard components, choosing the right material combination for their specific components, and assist the customers with process development to manufacture the parts, before supporting for qualification tests and industrialisation.

The Application Engineer will also closely interact with the sales department, assisting with demonstrations, and with the product development team in order to continue technology development/optimisation in line with market needs.

MAIN TASKS AND RESPONSIBILITIES

Customer project management

Support OEMs, Tier 1's (part manufacturers) and toolmakers in Asian market to produce parts with Bcomp technologies:

- Ensure detailed comprehension of Bcomp technologies by the customer
- Support the customer in tool design and processing guidelines
- Onsite support in customer facilities to support first parts manufacturing, tool maturation,

industrialisation and train customer to specific Bcomp technologies

Conduct customer projects in automotive interior area

- Identify and understand customer needs and technical requirements
- Reverse engineer existing parts, do preliminary calculations and propose solutions with Bcomp's technology
- Organise material tests on specific material combinations for the customer: Material scouting, process tests, mechanical tests, environmental tests, design tests
- Support customer for tool design and process set-up

Sales, Operations & Marketing support

- Support Sales team with technical advice for customer project acquisition
- Support Sales team with product demonstration
- Feedback and information to sales on project and technology status
- Support Operations & Marketing teams with technical advice on supply chain definition and communication

Product development

- Work closely with R&D and Operation team to develop or improve customer's solution
- Transfer customer feedback and market needs to product development team to optimise technology development and speed up qualification of product

QUALIFICATIONS & EXPERIENCE

- Proven work experience as Application Engineer or in a similar role
- Previous experience in automotive industry and customer services are advantageous.
- University degree in automotive/mechanical engineering or material science
- Experience in fibre reinforced composite materials is a plus
- Fluent in Mandarin Chinese and English a must, any other language is a plus
- Ability to work well both with European and Chinese mindset
- Readiness to travel extensively to customers, tool makers in Asia (mainly within China)
- Able to work autonomously and share relevant information with the team
- Structured way of working with an ability to handle many projects/customers in parallel
- Likes interacting with people in general, and customers in particular

- Positive and energetic mindset – everything is possible

ABOUT US

We are a small, dynamic, international team working in a fast-paced and entrepreneurial yet equal and respectful environment. Each of us takes responsibility for their work and contributes to a welcoming and inclusive atmosphere based on mutual trust.

More information on bcomp.ch

Do you want to take part in the adventure of a young, fast-moving company, which is in full development to bring sustainable material solutions to the automotive sector? Come on board and contribute to the development of our processes and products with your technical and practical knowledge. Take part in the amazing working atmosphere of our company. We happily invite you to send us your full application through: workwithus@bcomp.ch