

COUNTRY:

Singapore

COMPANY:

Panasonic Factory Solutions Asia Pacific(PFSAP)

Research & development, manufacture, sales of AI and SMT machines and total factory solutions

<http://www.pfsap.panasonic.com.sg/>

New graduates / Experienced:

Experienced

Job Title / Job Level :

**Sale Engineer (IOT Solutions)
(Non• Managerial Officer)**

Location :

Singapore

Key Responsibilities:

1. Support IoT Business Development and expansion in APMEA region with strong Software background.
2. Carry out marketing and Solutions Engineering activities for Smart Factory / IoT related product expansion, customer account management and market updates.
3. Prepare and present solutions proposals based on customer factory and market needs.
4. Support Sales Companies and Distributors to discuss and negotiate costing with Japan, Business Partners and Customers.
5. Coordinate customer roller visits, technical review meeting (TRM), executive review meeting (ERM) activities to maintain relationship to both existing and new customers.
6. Prepare weekly Solutions Engineering and Marketing reports. Updates on regional marketing information for management.

Required Qualifications:

- Bachelor Degree in Information Technology • Possess strong analytical skills and experience in either software design, database, programming, embedded software or production management • Bilingual in Japanese language for liaison with Japan Headquarters • Able to travel as and when required

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New graduates / Experienced:

Experienced

Job Title / Job Level :

**Sale Engineer (CIM)
(Non• Managerial Officer)**

Location :

Singapore

Key Responsibilities:

- Responsible of handling sales queries and sales quotations
- Represent company at trade exhibitions and events for demonstrations
- Work closely with pre-sales team to prepare solution demonstration based on customer requirements
- Manage sales cycle from lead generation and qualification, requirements gathering, demonstration, proposal preparation, negotiation, closing the deals
- Track project progress by interacting with the customer and delivery terms to ensure smooth progress for deployment and completion of projects

Required Qualifications:

- Diploma or Degree in Information Technology
- Minimum 1 year working experience in software sales
- Able to present and write in a professional manner
- Able to travel overseas frequently and on short notice

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New graduates / Experienced:

Experienced

Job Title / Job Level :

**Solutions Engineer (CIM)
(Non- Managerial Officer)**

Location :

Singapore

Key Responsibilities:

- Responsible to communicate with overseas sale offices on sales, customers and product matters
- Responsible for the establishing and monitoring of results against sales targets and reviewing activities and action plans to ensure targets are being met.
- To carry out activities for market and product expansion, customer account management and market updates.
- Analyse market trends to identify potential leads and threats.
- Prepare and present proposals based on customer production needs
- Conduct roller visits activities to maintain relationship to both existing and new customers.
- Carry out customer industry segregation and total sales account management.
- Provide troubleshooting and maintenance service for MES(Manufacturing Execution System) and IoT(Internet of Things) products.
- Carry out system integration, testing and implementation for enhancements and change requests for customers

Required Qualifications:

- Diploma or Degree in Electronics or Computer-related Engineering discipline
- With experience operating Windows server, SQL server and Linux command
- Able to present and write in a professional manner
- Able to travel overseas frequently and on short notice

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New graduates / Experienced:

Experienced

Job Title / Job Level :

**Solutions Engineer (Solutions Engineering)
(Non- Managerial Officer)**

Location :

Singapore

Key Responsibilities:

1. Participate and support SMT / AI projects to provide analysis of total SMT production line performance
2. Conduct technical review meetings with customers to address their expectations and improve machine performance
3. Carry out analysis on customers' SMT/AI production lines and present solutions to customers for total productivity improvement

Required Qualifications:

- Minimum Diploma in Electronics or Mechatronics
- 1-2 years of relevant working experience preferred
- Knowledgeable on Surface Mount or Auto insert or Fine Device technology and processes

COUNTRY:

Singapore

COMPANY:

Panasonic R&D Center Singapore(PRDCSG)

Research & development

<http://www.prdcsg.panasonic.com.sg/>

New graduates / Experienced:

Both are OK

Job Title / Job Level :

**R&D Engineer
(Non-Managerial Officer)**

Location :

**202 Bedok South Avenue 2 #02-11
Singapore 469332**

Key Responsibilities:

- Develop algorithms for Controlling Lithium Ion Energy Storage Systems
- Develop Modelling and smart algorithms for Load Prediction, Solar PV prediction and ESS controls
- Prepare requirement design for Monitoring and Control SCADA for ESS
- Assist in both hardware and software engineer product development process and system integration
- Carry out test bedding activities for ESS in APAC region
- Promote Residential and Commercial ESS in APAC region
- Conduct feasibility studies of customer load profile and size the optimized ESS
- Prepare documentation as needed to adhere to our Quality management
- Liaise with Utility, local contractors and collaborators and carryout system installations and commissioning activities
- Perform any other duties assigned by supervisor.

Required Qualifications:

- PhD/Master's in Electrical/Power engineering or in relevant field with 3 or more years of working experience in ESS energy management system development
- Experience in MATLAB coding and simulation
- Knowledge in system communication protocols such as ModBus, CANbus, IEC104
- Meticulous to details and well organized
- Good Communication and presentation skills

COUNTRY:

Singapore

COMPANY:

Panasonic R&D Center Singapore(PRDCSG)

Research & development

<http://www.prdcsg.panasonic.com.sg/>

New graduates / Experienced:

Both are OK

Job Title / Job Level :

**R&D Engineer
(Non-Managerial Officer)**

Location :

**202 Bedok South Avenue 2 #02-11
Singapore 469332**

Key Responsibilities:

- Research and develop novel wireless communication techniques for cellular and/or wireless LAN system
- Publish papers / draft patents
- Give good technical presentations at international conferences

Required Qualifications:

- Good Bachelor/Master/PhD degree in Electronics/Electrical/Computer Engineering or related discipline.
- Comprehensive knowledge and experience with latest wireless standards for 3GPP Radio Access Network, and/or IEEE802.11 WLAN MAC and PHY
- Skills in simulation for wireless communication using C/C++, NS-3, MATLAB and/or other tools.
- Excellent written and verbal communication skills, and interpersonal skills
- Strong analytical and research skills
- Self-motivated, proactive, good team player
- Willing to travel overseas
- Good Bachelor/Master/PhD degree in Electronics/Electrical/Computer Engineering or related discipline.
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COUNTRY:

Singapore

COMPANY:

Panasonic Industrial Devices Singapore(PIDSG)

Manufacturer of components for automotive application. e.g: capacitors, resistors and Coil components

New graduates / Experienced:

Both are OK

Job Title / Job Level :

**Sales Operation(X 2 positions)
(Non-Managerial Officer)**

Location :

Singapore

Key Responsibilities:

- 1)Process customers' order and ensure on time delivery of services
- 2)Compile customer forecast information for advance planning
- 3)Handling customers inquires

Required Qualifications:

Bachelor's degree in Business, Marketing or Electronic Engineering

COUNTRY:

Singapore

COMPANY:

Panasonic Industrial Devices Singapore(PIDSG)

Manufacturer of components for automotive application. e.g: capacitors, resistors and Coil components

New graduates / Experienced:

Both are OK

Job Title / Job Level :

**IT - System Analyst(X 1 position)
(Non-Managerial Officer)**

Location :

Singapore

Key Responsibilities:

IT systems development
IT systems analysis
IT Project Management

Required Qualifications:

- Bachelor's Degree in IT, Sciences or any related field
- Good interpersonal and communication skill