

# Job Offer

## Field Application Engineer Japan

Date: February 10, 2026

Job role	Field Application Engineer (FAE) Japan
Department	Global Sales
Working place	Tokyo - Japan
Starting Date	ASAP

### Missions

The role is responsible for providing technical pre- and post-sales support to customers, prospects, channel partners, distributors, and sales teams. Acting as a trusted technical advisor, this position focuses on understanding customer technical challenges and designing tailored solutions based on SEALSQ's Secure Element, TPM, PKI and Digital Identity products and technologies.

Working closely with the Japan Sales Director, the role contributes to building target account plans to support the integration of SEALSQ products and drive revenue growth and customer satisfaction.

In addition, the position collaborates cross-functionally with marketing and engineering teams to share market insights and field feedback, supporting product development and roadmap definition.

### Main responsibilities

- Provide first-line technical support to customers and escalate technical issues
- Expand the Design-In and Design-Win pipeline
- Create application notes, white papers, and technical reports to support customer integration and enable sales teams to generate new leads
- Establish and maintain customer relationships
- Maintain continuous interaction with customers, SEALSQ sales teams (primarily Japan, with backup coverage for other countries), marketing, engineering, business units, and inside sales to build and grow the pipeline
- Lead and develop technical relationships with channel partners—including distributors, sales representatives, and certification labs—by providing technical support and training
- Collaborate with the marketing team on new product specifications
- Represent the company at technical workshops, trade shows, and standardization committees
- Monitor competitive solutions and technological developments

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### Requirements

<b>Educational background</b>	Bachelor's degree in Electrical Engineering, Computer Science, or a related field; equivalent experience will be considered.
<b>Experience</b>	<p>10+ years of experience as a Field Application Engineer in the semiconductor industry, with a strong focus on system-level solutions combining hardware and software.</p> <p>Experience with secure microcontrollers, IoT cybersecurity, and PKI technologies will be a strong plus.</p> <p>Experience working with channel partners, distributors, and sales representatives. Proven ability to support pre-sales activities and business development autonomously.</p>
<b>Skills</b>	Understanding of secure embedded architectures, including RISC-based CPUs and standard communication protocols (USB, I2C, SPI), PKI and cryptographic technologies (X.509, Certification Authorities, HSMs, EJBCA, RSA, ECC, AES) and software development in C/C++ and Java will be highly valued.
<b>Others</b>	<p>Strong problem-solving skills and the ability to manage complex, cross-functional technical engagements.</p> <p>Fluent Japanese and strong English communication skills.</p>

### Why Join Us?

- Join a small, passionate, and expert team working on high-impact software solutions.
- Work on technically challenging projects in post-quantum cryptography, secure semiconductors, PKI, and advanced systems.
- Be part of a fast-growing, NASDAQ-listed technology company with strong international visibility.
- Have a direct impact on mission-critical and highly secure products.
- Grow your career in an international, collaborative environment, inspired by high-performance partnerships such as BWT Alpine Formula 1.

### Application

Please send your application and cover letter to: [SEALSQ-recrutement@sealsq.com](mailto:SEALSQ-recrutement@sealsq.com)