



POWER ELECTRONICS ENGINEER IN SALES AND APPLICATIONS

Research laboratories around the world are asking imperix for more technical advice and more application examples than the current team can provide. In this role, you do both: you help them design the right experimental setups, and you develop the examples they build their own work upon.

ABOUT IMPERIX

Founded in 2013 as a spin-off of EPFL, we develop and commercialize prototyping and test equipment for power electronics, electric drives, smart grids and related topics. Our products help R&D teams worldwide turn new ideas into working laboratory prototypes, quickly and safely. In practice, our customers use our equipment to validate state-of-the-art control techniques and new converter topologies, and their work regularly leads to scientific publications. Our customers include universities such as Virginia Tech, Aalborg University, RWTH Aachen, ETH Zurich, and Zhejiang University. We also serve research centers such as CERN, Sandia and Oak Ridge National Laboratories, as well as companies such as ABB, Tesla, Bosch, Schneider Electric, Mitsubishi and Hitachi. At imperix, we deliver anything from plug-and-play products to fully customized turnkey systems. Over 90% of our sales are international, across more than 50 countries. We are a team of about 35 people, all located in Sion, Switzerland.

YOUR ROLE

Toward customers, you handle the technical inquiries that research laboratories send to imperix, by email and in web meetings. You recommend the equipment that fits their objectives and budget, and you own each project from requirements to delivery and start-up. There are no sales targets and no commissions. Nonetheless, the role carries commercial responsibility.

Internally, you work between the sales team and the knowledge base editorial team. You relay customer needs to the R&D and product teams, contribute to product specifications, and develop the application examples published on the imperix knowledge base. In the lab, you build expertise in imperix products the way every sales and applications engineer does: hands-on. As a result, you will be among the engineers who spend the most time in the lab.

YOUR RESPONSIBILITIES

Customer advice (about 50%)

- Ask targeted questions on converter topologies, power ratings, control strategies and performance requirements to identify the real challenges and constraints.
- Build recommendations on the sensors required by a given control strategy, the most suitable control hierarchy, the right power module type, etc.
- Design complete solutions with imperix controllers, power modules and software, including cabinet layout and integration.
- Where needed, pre-dimension auxiliary equipment such as medium-frequency transformers or energy storage, and arrange its procurement.
- Prepare detailed technical and financial proposals.
- Follow each project through: supervise system assembly, lead factory testing, monitor delivery and help customers get started.
- Develop and test custom control software when a project requires it, and work with the R&D teams on complex requests and customization projects.

Application engineering (about 50%)

- Implement converter controls on imperix hardware, from thyristor rectifiers to modular multi-level converters, resonant converters and solid-state transformers.
- Cover applications such as motor drives, PV, energy storage systems, microgrids, etc.
- Base each development on existing literature, then validate it in simulation and on the bench.
- Document the results as application notes and articles for the imperix knowledge base.

YOUR PROFILE

- MSc or PhD in electrical engineering, with 1 to 3 years of relevant experience. More senior profiles are also welcome.
- Broad knowledge of power converter topologies and control techniques.
- Hands-on lab experience and working knowledge of Simulink or PLECS.
- A genuine interest in customer-facing work, and the ability to explain complex concepts clearly.
- Well organized, responsive and at ease with deadlines.
- Sensitivity to cultural differences, since customers are on every continent.
- Excellent English; other languages are a plus.
- A Swiss work permit, or eligibility for one.

WHAT WE OFFER

- **Top-notch environment.** The world's leading labs are your daily partners.
- **Visible work.** Your application examples are published under your name and seen by research groups at top universities and industrial R&D teams in more than 50 countries.
- **Real influence.** In a team of about 35 people, what you learn from customers directly shapes products and priorities. Customer-facing work is the required step toward becoming a product director inside the company.
- **Room to grow.** Engineers move between control, firmware, software and hardware roles, and this position gives the broadest starting view.
- **Conferences.** Like every imperix employee, you can attend one to three conferences or trade fairs a year. This is an opportunity, not an obligation.

PRACTICAL DETAILS

- **Contract:** permanent, 80–100%.
- **Start:** as soon as possible.
- **Location:** on-site in Sion, Switzerland, a short walk from the train station.
- **Reporting:** to the Sales Director and the Knowledge Base Editorial Director.
- **Travel:** conferences 1–3 times a year, and occasional customer visits or on-site commissioning.
- **Languages:** English is the working language within the company; French is spoken in Sion.
- **Contact:** jobs@imperix.ch, for applications and any questions.

HOW TO APPLY

Send a complete application to jobs@imperix.ch, including:

- your CV;
- substantial evidence that you have the skills described above;
- a personalized cover letter showing that you understand who we are, where we are located and what we do, and what you could bring to the team;
- information about your prior experience and how it relates to this position;
- proof that you hold a Swiss work permit or are entitled to one.

We read every application carefully and reply within 10 days to the profiles that interest us. Only complete applications are considered, and generic or obviously machine-generated letters are not. We welcome applications from everyone, whatever their background.



ABOUT US

Imperix is a leading global provider of high-performance control solutions and rapid prototyping hardware engineered specifically for power electronics. Founded in 2013 as a spin-off from the Swiss Federal Institute of Technology (EPFL), the company accelerates innovation by bridging the gap between numerical simulation and physical implementation.

At the core of the Imperix ecosystem is the flagship B-Box controller family, which unites robust digital processing, the intuitive Cockpit software, and automated code generation from Simulink and PLECS. These control development solutions are complemented by a comprehensive hardware portfolio encompassing modular power stages, high-fidelity sensors, fully integrated inverters, as well as hardware and software interfaces for real-time HIL/PHIL simulation. Together, these tools empower top-tier industrial and academic R&D teams to safely test advanced control algorithms on real hardware within minutes, drastically reducing time-to-market and time-to-publication.

Headquartered in Sion, Switzerland, Imperix serves a prestigious client base across more than 50 countries. By delivering specialized, modular tools for power conversion, smart grids, motor drives, electric mobility, and energy storage, Imperix stands at the forefront of the technology enabling the global energy transition.