POSITION:

Product Marketing & Application Engineers

RESPONSIBILITIES:

- Investigate and identify opportunities with sensors and use cases in ultra-portable, always on, always sensing for distributed intelligence applications ranging from IoT, machine learning, and smart sensing in medical wearables, to drones, ultra-portable robotics, utility and industrial monitoring, agriculture, and defense applications.

- Upon identifying target application, defining ICs all the way through design, debugging, solving problems, evaluation, qualification, and sales.

- Being a bridge between Ai Linear and customers, the product marketing team to manage the early sales process, including interfacing with key decision makers at the customer site, and coordinating sales demos, trade shows, documentation, scheduling, budgeting, forecasts, and post-sales support, e.g., failure and quality test analysis.

- The product marketing team members must have the skills to perform IC lab-work to test and answer customers' technical questions to help close deals. The position requires travel to customer sites as needed.

REQUIRED QUALIFICATIONS:

- BSEE, and 3+ years of IC product marketing

- Knowledgeable about sensors, embedded systems, analog & digital design fundamentals and tools, schematic and printed circuit board layout

- Interface, adapt, collaborate with customers, travel (25%+) to solve problems, win designs, and make sales

- Promotion and demonstration of AI Linear solutions at target customers

- Training customers on AI Linear software and hardware solutions

- First line technical support for target customers; from initial contact through to deployment

- Identify and understand technical trends and clearly communicate recommendations for future products product requirements

- Good organization; written and verbal communication skills

PREFERRED QUALIFICATIONS

- Experience in Software (C/C++, Python/Octave/Matlab)

- Experience in Systems Hardware design, protocol, and debug with wireline interface (e.g., USB, SPI, UART, I2C, I2S) as well as wireless interfaces (e.g., BLE, 802.15.4, Wi-Fi) and IoT interfaces (e.g., MQTT).

- Experience with embedded Digital Signal Processing (e.g., machine learning signal processing and optimizations)

- Experience with Sensor applications (e.g., sound/wave/audio/voice, vibration monitoring, touch/proximity, bio-sensing).

- Experience with embedded systems hardware and software design

- Ability to think and act strategically

- Experienced with the git version management system

- Proficient in Microsoft productivity tools (Word, Outlook, PowerPoint, Excel etc.)

- Ability to handle complex technical support cases. Providing an efficient interface between the customer and AI Linear Engineering. That includes supporting customers with debugging and ensuring they provide sufficient information to reproduce the problem.

- Highly motivated and passionate individual that is able to learn on the job and work independently