

APPLICATIONS ENGINEER

SUMMARY

The position is the technical resource supporting the sales effort in the field. This is a technical position focused on "closing the deal." You rely on your technical background and sales experience to answer customer technical questions, working directly with Engineering as needed.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Provide product and development tool demonstrations as needed
- Engage with customers at the evaluation, design and development phases
- Assist in development cycle by identifying customer requirements to help shape ZF products
- Work closely with customers during the debug phase to ensure transition into production
- Monitor competitive offerings and provide input to management
- Participate in creating technical proposals and solutions to penetrate specific markets
- Generate application notes and assist in development of documentation and sales collateral
- Provide management with monthly status of design opportunities and design wins
- Assist in training the Rep/Distributor organizations and distributor FAEs by presenting technical seminars to customers and sales force (ZF staff or reps/distributors)

QUALIFICATIONS

- Team-oriented style and proven design-in and customer support capability
- Must know X86 CPU architecture and PC AT peripheral characteristics
- Has knowledge of PC BIOS operation & characteristics, DOS, Linux, WinCE and RTOS knowledge.
- Possesses an understanding of PCI, ISA, I2C, USB bus structures and protocols.
- Graphics controller, Ethernet and Wi-Fi knowledge helpful.
- Should be familiar with competitive solutions and how to present ZF strengths / differentiators
- Should have a systems design orientation

EDUCATION and/or EXPERIENCE

- AA or BS or MS in EE or equivalent
- 5 years in technical sales/support of semiconductors or design experience of applications in the embedded market.
- Previous experience should include design and/or design-in of products and/or applications in the embedded control market.
- 32-bit CPU experience is a plus as well as a background in the x86 architecture.
- Must be familiar with development systems, representing the customer's technical need and understanding the technology roadmap.
- Previous experience in working with stocking distributor organizations preferred.

LANGUAGE / PRODUCTIVITY SKILLS

- Must have excellent oral and written communication skills.
- Must be technically competent, with senior engineering mathematical and analytical tools.
- Proficient in use of word processor, contact management and spreadsheet software.

PHYSICAL DEMANDS

Individual must be able to work independently in a dynamic work environment, manage multiple priorities and be very detail oriented. Position may require occasional traveling.

WORK ENVIRONMENT

Very dynamic, team oriented, high technology startup environment.

SEND RESUME TO: epc@zfmicro.com with **Applications Engineer** in the subject line