



Regional Solution Architect (Field Position)

Location(s):

- ✓ Taiwan
- ✓ Europe (Germany, UK, Scandinavia)
- ✓ US-East Coast and Canada (Boston, Raleigh, Toronto)

Position Overview:

Join the exciting and growing Chipidea's Worldwide Field Applications team and apply first class design knowledge to identify, define, and develop solutions to drive new design-in activity at key customers. The main role is to provide a proactive level of technical and design applications support to our customers and sales teams, resulting in future business growth through design win success. Key objectives are to achieve a full understanding of our product offering and of the value that Chipidea's solutions bring to its customers. This also includes identification of new applications & markets for existing products, feedback on competitive market/technical trends, and definition support for future Chipidea's silicon IP products or technical adjustments to current products where needed.

Responsibilities:

- ✓ The qualified applicant will be responsible for applications support of a variety of analog / mixed signal and wireless silicon IP products, including ADC / DAC converters, audio codec / DACs, power management, connectivity interface (i.e. USB, SerDes, etc...), RF tuners, etc..
- ✓ Perform as a specialist in the use and application of Chipidea silicon IP products. This role is of crucial importance to assure winning design-ins and growing sales
- ✓ Team up with your sales colleagues to qualify opportunities and propose solutions and to drive mid and long-term sales growth and design in success.
- ✓ Plan regularly visits to our customers design departments and be a competent discussion partner on offering solutions using Chipidea's silicon IP products
- ✓ Provide on-site presentations and demonstrations to define the best solution meeting customers' requirements
- ✓ Work directly together with our customer design engineers to design-in our silicon IP products
- ✓ Regularly report design in/win progress/issues
- ✓ Work with Chipidea's engineering team to establish product definitions and roadmaps
- ✓ Prepare and provide technical seminars, application notes, trade journals and conferences, and workshops to our customers
- ✓ Establish effective working relationships with counterparts, sales and US product lines to maximize business opportunities.
- ✓ Collect feedback for development staff and management to guarantee our customers' requirements are met in developing new and/or upgraded products.
- ✓ Continually learn and update you technical knowledge about new silicon IP products
- ✓ Contribute towards competitive and innovative pricing strategies
- ✓ Effectively and efficiently employ Chipidea engineering resources at appropriate stages in the sales cycle to grow and advance the sale
- ✓ Develop positive relationships with other employees in Sales & Marketing, Customer Support, Legal, Finance, Engineering, and other departments as needed

Requirements:

- ✓ Strong analog design and problem solving skills
- ✓ Prior experience with RF or Analog / Mixed signal design is mandatory
- ✓ 7-10 years design experience in RF AMS, RFIC, Analog / Mixed Signal, or related design background
- ✓ >/= 3 years of design or field applications experience
- ✓ An energetic team player with strong interpersonal, planning, presentation, and communication skills.
- ✓ Initiative taking and self motivating
- ✓ Ability to interface with customers and colleagues at all levels
- ✓ Can work to tight timescales under pressure
- ✓ Business acumen
- ✓ Ability to manage a pipeline of 30+ accounts at any given time

In addition:

- ✓ BS Electrical Engineering with emphasis in analog applications or analog circuit design
- ✓ Must be able to travel more than 30% of the time

Applicants must be authorized to work in respective territories.

Please send your application, resume and motivation to: careers@chipidea.com.