

Application Engineer (AE)

About Superior Sensor Technology

Superior Sensor Technology is revolutionizing the high performance, cost driven pressure sensor market by developing integrative, high-performance cost-efficient solutions for industrial, air handling and medical applications. The company's technology is based on a proprietary architecture, called NimbleSense™, that significantly improves overall sensor performance while adding proprietary application specific system features. Superior Sensor Technology was founded in 2016 and is based in Santa Clara, CA.

Job Description

Reporting to the Vice President of Marketing, the application engineer will be responsible for technical support, primarily handling technical issues from customers and partners, driving joint validation efforts and supporting the sales organization in pre-sales efforts. Emphasis will be on validating technical feasibility of potential projects, providing design assistance during customer product design and troubleshooting urgent problems. This position will provide the candidate in-depth, hands-on experience with differential pressure sensor technology. Our ideal candidate will be an energetic, highly organized team player, able to simultaneously manage multiple timelines and deliverables within a fast-moving tech startup environment.

Essential Duties and Responsibilities

- Front line sales support
 - Deliver technical product presentations/demos
 - Pre-design feasibility analysis (application fit analysis)
 - Product recommendation(s) based on the application/design constraints with suggested optimization(s)
- Pre-sales technical support
 - Custom product development (including specification, testing and delivery)
 - Customer design/qualification testing assistance and support (design reviews, customer test results review/analysis, setup and execution of internal test programs to support customer a/r)
 - General customer assistance during the development cycle to ensure successful product launch
- Post-sales technical support
 - Customer manufacturing startup support
 - RMA testing and reporting
- Channels support
 - Conduct technical training and support for distributors
 - General technical channel support
- Cross Matrix Support
 - Generate support collateral such as app notes, technical presentations, product specifications
 - Identify and understand competitors' strengths and weaknesses relative to Superior Sensor's technical capabilities as they relate to the customer's application space.
 - Establish and manage relationships with key technical individuals at customer accounts
 - Develop competitive benchmarking to highlight and position Superior Sensor's advanced capabilities

Qualifications

- M.S. or B.S. degree in Electrical Engineering or Mechanical Engineering
- 10+ years experience in embedded hardware and software designs, ideally with pressure sensors
- Excellent technical understanding from systems level down to the component level
- Experience interfacing with customers in a technical capacity
- Able to effectively communicate with both engineers and marketers
- Excellent written and verbal skills; a good listener
- Experience multitasking and simultaneously managing multiple projects

Please send your resume and cover letter to info@superiorsensors.com