Job role	Field Application Engineer North America
Department	Sales
Location / Working place	US / Home office
Reporting to	VP Global Sales

Mission

- Technical pre and post sales to customers, prospects and channel partners, distributors and sales representatives, and sales support
- Understand Customer's technical issues and problems and build/develop a technical solution based on WISeKey Semiconductors and PKI / Digital Identity products and solutions
- Collaborate with the responsible Sales Director and/or Sales Account Manager on building the appropriate target account plan to design in WISeKey products and grow revenue and customer satisfaction
- Collaborate with internal marketing and engineering, providing market insights & field feedback to drive new product development and roadmap
- Be the technical trusted adviser to our customers, prospects and technology partners

Main responsibilities & Duties

- Provide first line technical support to the customer
- Increase the Design-In & Design-Win pipeline
- Write application notes, whitepapers and technical reports helping customers to perform integration and helping the sales team to generate new leads
- Establishing and maintaining customer relationships
- Constant and continued interaction with customers, WISeKey sales team, marketing, engineering, business units and inside sales to build & grow the pipeline
- Lead and develop the technical relationship with our channel partners, distributors and sales representatives, and provide technical support and education/training
- Collaborate with marketing team on new product specifications
- Represent the company during technical workshops, tradeshows and standardization committees
- Monitor competition and technological development

Requirements

Educational background / degree	BS in Electrical Engineering, Computer Science or related field. An equivalent combination of education and experience is acceptable. (MS preferred)
Experience	>10 year experience as Field Application Engineer in Semiconductors, with a focus on total solutions, including Secure Microcontroller, IoT Cybersecurity, Hardware design and Software.

Technical skills	• Experience in following technologies highly valued:
	
	   o Smartcard, Secure products, security algorithms
	   o CPU: RISC-based CPU such as ARM (ARM7TDMI-S, SC100, ARM7v7-M, SC300 Secure Core, Cortes-M3) Atmel AVR & Secure AVR
	   o Communication protocols: USB, I2C, SPI
	   o PKI: Certificate X.509, Certification Authority, Certification Revocation HSM, EJBCA platform
	   o Software development (C++, Java)
	   o Cryptography: RSA, PKCS#1..12, DSA ECDSA x9.62, ECDH, KDF DES, AES, FIPS Publications, Russian FOST algorithms, Microsoft Cart MiniDriver TCG, GlobalPlatform