



**EGIDE USA, INC.
CAMBRIDGE, MARYLAND**

**SANTIER
SAN DIEGO, CALIFORNIA**

JOB DESCRIPTION

Job Title: Application Engineer

Reports to:

Director of North American Sales

Department: Sales/Marketing

Prepared date: April 11, 2022

Approved by: B. Gaster

Summary and Purpose of Position:

Takes a lead role in assisting customers (external and internal) with the design and documentation of hermetic (HTCC/GTMS/CTMS) and thermal solutions working with both Sales and Engineering.

Location:

This position is remote (based in the Baltimore/Annapolis/Washington DC area), working from home with regular visits to our engineering/manufacturing locations in Cambridge, MD and San Diego, CA.

Essential Function and Responsibilities:

The following duties are expected to be performed. Additional duties will be added based on needs:

- Communicates very well with customers/distributors/partners (including internal colleagues).
- Drive demand creation by maximizing Egide/Santier content on designs. Develop an advanced understanding of the customer's needs and leverage Egide/Santier's engineering and design resources to identify & facilitate solutions for customers. Apply technical expertise to influence designs utilizing solution selling, resources, and strategies.
- Partner with the sales team across pre-and post-sales activities. Provide technical support and consulting to promote demand creation. Champion return on engineering investment, design win priorities and initiatives by obtaining buy-in and support from stakeholders.
- Work with customers to develop a thorough understanding of their design requirements at both a system and component level.
- Manage top opportunities and opportunity funnel with the Sales organization.

- Provide training to Sales teams on new capabilities/products and help market these solutions to the appropriate customers.
- Aids with marketing data collection, analysis and reporting.
- Acts as the main interface between Sales and Engineering.
- Assists other members of the Sales/Customer Service Team with Sales/Customer action items.
- Aids with the planning of customer visits/meetings/travel and travels to customer locations with Sales.
- Maintains and updates technical presentations, training and promotional materials
- Leads special program efforts as required
- Develops technical web related issues as required

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed here are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education/Experience/Computer Skills:

Engineering degree from an accredited college or university and a minimum of five years related experience with electronic/fiber optic hermetic packaging (MIL/Aero/Space/High Reliability focus). Familiarity with RF requirements, interconnect and ceramic/thermal materials. Understands how to work with Industrial/Process Engineers designing for manufacturability. Ability to interpret and create technical drawings/models (CAD/STP/etc.). Proficient in Microsoft office suite and can become proficient in other systems/software as required. Ability to work remotely, self-starter with excellent time management skills.

Language Ability:

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public. Fluent in English, US citizen, ITAR compliant.

Reasoning Ability:

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

Supervisory Responsibilities:

This job has no supervisory responsibilities at this time.

Application:

If you would like to join our team, please submit your resume to Brook Gaster, bgaster@us.egide-group.com . We are looking forward to working with you!