

DUTIES AND RESPONSIBILITIES

Staff/Senior Applications Engineer - Presales Consultant, Working with Sales and Customers

Working closely with Sales Account managers and BDMS to close the business by executing the technical tasks required such as: Technical Demand generation, Opportunity Progression, New Application/IP development:

- In-depth understanding of the technical requirements of an opportunity
- In-depth understanding of NI product portfolio, its capability, and limitation.
- Keeping track of competitive products
- Understanding market availability and specifications of supplementary RF products to design an integrated solution
- Creation and demonstration of Proof of Concepts and performance benchmarks in support of large sales opportunities
- Quick sales assistance / consulting, Joint customer visits / web-meetings / conference calls
- Opportunity qualification (accelerate Go / No Go decisions based on technical feasibility, estimated effort, and risk analysis)
- Opportunity consulting and proposal of system architectures and configurations
- Collaboration and Reuse with peers and other stakeholders regionally and globally
- Document and publish relevant project information to enable reuse
- Create, document, and present reusable content (code libraries, demo applications,
- Plan and execute advanced and customized internal and external trainings (e.g. new product training for alliance partners, this does not include standard NI training classes)
- Collaboration with marketing and sales departments in order to replicate successes
- Provide product, competition, and market feedback to product marketing, BU and R&D

REQUIREMENTS

Minimum

- Graduate or PostGraduate degree in Electrical/Electronics/Telecommunication Engineering
- 7-12 years of experience in ATE designing, development and Embedded product Development
- In depth knowledge of NI FPGA and embedded Programming, HIL testing in aerospace or similar industries.
- Essential knowledge of Aerospace and Defence systems and its various components
- Essential knowledge of RF terminology and hardware specifications to be able to communicate with clients
- Essential knowledge of LabView, LabVIEW FPGA, VeriStand, TestStand , SystemLink etc.
- Experience in Working with PXI and other NI hardware. Working experience with other T&M Instruments added advantage.
- Demonstrated ability to work independently but also in a team
- Demonstrated ability to understand customer needs
- Prepared to travel within the APAC region.
- Excellent communication skills in Local language and English.
- Confident appearance and excellent presentation skills.

Advantages

- NI LabVIEW and NI TestStand Certifications
- Thorough understanding of NI products and platforms, RF, FPGA, PXI stc
- Preferred knowledge of NI RF and Modular Instruments products, FPGA based products and LabVIEW/ LabVIEW FPGA programming
- Practical experience working with the NI Hardware Platforms

- Practical experience developing large LabVIEW Projects
- Practical experience in Project Management
- Good sales and business skills