



Senior Applications Engineer

Company Overview

Founded in 2002 and based in Sunnyvale, California, Neoconix, Inc. is a premier supplier of high density, high performance electrical interconnects. The company has developed a revolutionary new approach to connector manufacturing that utilizes advanced printed circuit board (PCB) processing techniques to produce interconnect products. Characterized by exceptional dimensional control at fine feature sizes, Neoconix's PCBeam™ technology is ideal for a broad set of applications that require high density, low profile, high performance, and high reliability. Neoconix's market reach includes computing, mobile electronics, telecommunications, medical, defense, and test equipment markets.

Job Description

The Applications Engineer (AE) will work collaboratively with customers during the design-in process, providing sound technical guidance to ensure optimized connector integration and that all customer requirements are met or exceeded. The AE will support customers during the pre-sales period as well as through the prototyping and post-sales qualification cycles. The candidate should have a strong background in electrical and/or mechanical engineering. The ideal candidate will have the experience and creativity to develop innovative solutions to customers' interconnect challenges utilizing the unique design flexibility and performance attributes of Neoconix' PCBeam™ Technology. Experience with simulation and design of connector, socket and interposer clamping mechanisms, as well as signal integrity simulation and characterization, is highly desirable. As the position is customer-facing, excellent communication and interpersonal skills are required.

We're looking for a rigorous yet creative engineer who can engage with the customer's engineering staff, understand the details of the application, develop the best Neoconix solution, and then follow-up on all questions and issues to achieve the design win. The appropriate candidate will exhibit the technical credibility that quickly gains the customer's trust, and will gain the in-depth understanding of the technology and applications to allow him or her to provide answers directly to customers, without relying primarily on other Neoconix engineering resources to answer customer questions.

Responsibilities include:

- **Product Proposals/Customer drawings:** The AE is responsible for generating product proposals in the form of PowerPoint presentations, drawings, solid models, specifications, and scope of work. He will provide up front data on product performance and reliability testing results. He will be familiar with signal integrity and power distribution basics, as well as mechanical functionality as applies to interconnect solutions.
- **Customer Qualification:** The AE shall participate in post-delivery customer qualification testing. He/she shall lead any analysis activities both internally and within the customer application.

- Sales: The AE will work closely with Neoconix sales representatives in the US and overseas, and may also conduct some sales meetings independently. In addition, the AE will be responsible for developing and cultivating new sales leads.
- Some travel required.

Skills

- BS or MS degree, EE or ME preferred
- 5-10 years experience in electronic components, ideally in the interconnect space.
- Strong CAD skills: SolidWorks / AutoCAD
- Gage/dimensioning and tolerance analysis expertise is highly desirable.
- Customer interface experience required
- Modeling skills (Static and dynamic FEA, Stress-Strain Distributions, Signal Integrity) and characterization experience a plus
- Ability to work cross functionally and independently
- Experience with electro-mechanical interconnects, printed circuit boards, flex circuits, and electronic packaging preferred.

Keywords:

Sockets, interposer, springs, cable assemblies, connectors, PCB, FPC