



Applications Manager

Job Summary

Leading a team dedicated to creating hardware, application software, and associated literature in support of Gigle's wireline networking SOC products. You will be expected to manage a group tasked with developing customer reference designs, demonstrations, field test programs and writing all supporting literature including application notes and articles. This is a hands-on role where the manager will be expected to personally create designs, customer solutions and documentation in addition to mentoring and managing others.

Location

Edinburgh or Barcelona

Primary duties and responsibilities

This is a dynamic and challenging opportunity for a versatile candidate with top-notch engineering skills, exceptional communication and problem solving skills, and the willingness to develop. Duties include managing the team that will deliver both pre-sales and post-sales activities, such as technical support for the product, organizing new and existing customer relationships, technical training/presentation development and delivery, beta testing, demo creation, documentation creation and review, customer and competitor benchmarking and onsite evaluations product planning, and support.

You will help the company identify, define, quantify and articulate new applications to the management team and to define new products for those markets as appropriate. You will also be counted upon to identify and help extend the company's competitive advantages through product and intellectual property development. You will technically represent the company and its offerings to customers and peers. Specific responsibilities will include:

- Hire, manage, train & lead a team of Hardware and Software Applications Engineers with the requisite technical and customer interface skills
- Maintain and communicate industry-best understanding of technical trends driving our (and end-use) markets and competition
- Identify new product opportunities and new applications
- Build / maintain strong & positive relationships with pertinent internal & external teams
- Provide complete technical support to include debug, coding, field testing support, type approval, mfg support, etc.
- Provide hands-on support (training, debug, coding, etc.) wherever it's needed to customers and distribution partners
- Help to develop and conduct customer and distribution partner training programs
- Help customize Gigle platforms to customer needs, both hardware and software

Qualifications and Experience

The following skills and experiences are required.

- Engineering or science degree
- 10+ years of industry technical experiences in areas such as semiconductors, networking, consumer electronics, telecommunications, real-time embedded software etc
- Experience of board level design
- Experience of customer support
- Experience in the preparation of datasheets, product documentation, marketing materials
- Experience of creating and making product demonstrations
- Strong communication skills (verbal & written) and interpersonal skills
- An ability to work effectively across groups of diverse disciplines
- Strong team player and leader