

Plexim is a dynamic, international company, providing modeling and simulation tools to high-tech firms, research laboratories and universities for more than 12 years.

An energetic and dynamic workplace, Plexim offers many opportunities for motivated and team-oriented professionals to learn and to make a difference.

Plexim's office in Cambridge, Massachusetts, is seeking applicants for the following position:

External Sales/Applications Engineer

Job Description: The Sales/Applications Engineer (S/AE) interfaces closely with Plexim's current and prospective customers for sales initiatives, product training and technical support. The S/AE conducts off-site customer visits, delivers product workshops, participates in conferences and exhibitions, and provides online training. The S/AE also assists in developing technical content for training and marketing materials and interacts closely with Plexim's R&D staff to assist with review and testing of new product features.

This position requires up to 30% travel, possibly including international.

Responsibilities:

- ▶ Organizing and participating in off-site customer visits
- ▶ Delivering technical workshops and seminars
- ▶ Participating in trade shows and conferences
- ▶ Networking in academia and industry
- ▶ Providing customer technical support in person, by phone, web conference and email
- ▶ Developing training modules, application notes and online tutorials

Qualifications:

- ▶ Bachelor's degree required in Electrical Engineering, Computer Science or Mechatronics
- ▶ Entry level or recent graduates will be considered
- ▶ Passion for networking and social interactions is crucial
- ▶ Must be independent and enjoy traveling
- ▶ Excellent written and verbal communications skills required
- ▶ Must be comfortable interacting with customers in all environments, including presenting to large groups
- ▶ Solid understanding of power electronics and/or embedded controls strongly preferred
- ▶ Prior PLECS or MATLAB/Simulink experience is a plus

If you love power electronics and enjoy interacting with key players in the field, both in industry and academia, we would love to hear from you.

Candidates are invited to send their resume and cover letter to jobs@plexim.com. The cover letter should specifically address the listed job qualifications.

Plexim Inc, 5 Upland Road, Suite 4, Cambridge MA 02140, USA
www.plexim.com