



## Customer Success Engineer

Energous Corporation (Nasdaq: WATT) is the Wireless Power Network global leader. Our award-winning WattUp® wireless charging solution is the only technology that supports both contact and distance charging through a fully compatible ecosystem. Built atop fast, efficient, and highly scalable RF-based charging technology. Energous develops silicon-based wireless power transfer (WPT) technologies and customizable reference designs, and provides worldwide regulatory assistance, a reliable supply chain, quality assurance, and sales and technical support to global customers. The company received the world's first FCC Part 18 certification for at-a-distance wireless charging and has been awarded over 200 patents for its WattUp wireless charging technology to-date.

Our goal is simple: To power everything from the critical tools and devices that keep factories running to the instruments and wearables that monitor patient health – wirelessly. Our next-generation technology – built atop innovative engineering and backed by hundreds of patents – supports a near-limitless range of applications without the need for cumbersome charging cables and ports that limit innovation and are prone to failure. WattUp delivers advanced capabilities and design flexibility to global manufacturers who are building the latest consumer, medical, military, and industrial devices, among many other sectors.

### **Responsibilities include, but are not limited to, the following:**

- Provides front-line engineering and technical marketing support for customers.
- Support customers through their full product development cycle, including evaluation, design-in, bring-up, debug, FA, quality and issues resolution
- Explanation and training of customers about the product specifications, design requirements, interoperability and functionality, and roadmap alignment to create design-in opportunities.
- Drive customer visits for technical product presentations, demonstrations, demos, reference boards and application manuals Provide technical product training for customers, partners
- Pro-actively communicate product features and benefits
- Stay informed & share information about competitive products and technologies. Analysis and benchmarking of applications and competitor devices
- Develop application knowledge and communicate feedback and insights in customers future needs. Synthesize customer, product positioning and competitive insights to improve product definition and roadmaps
- Qualify design opportunities and establishing value proposition/position relative to the competition. Accountable for design-ins and design-wins with our customers
- Successfully builds relationships with sales, business groups, customers (engineering and management) in support of sales team objectives
- Develop application notes, blog posts, technical articles, and other technical sales support material

### **Competencies:**

- Highly self-motivated and entrepreneurial
  - Opportunity focused and results driven



- Proactively improves customer relations; Responsive, Identifies Needs, Monitors Satisfaction
- Clear vision, sense of urgency, effective prioritization, and adjustment of activities; Effective time management, leverage, or resources
- High level of proactive communication - written and oral - and Build networks, collects and shares wisdom through training/experience

**Qualifications:**

- This position requires a Bachelor's or Master Degree in Engineering
- 6-10 years' experience in RF/Microwave electronics application area.
- Experience with test and measurement products such as network analyzers, signal generators, digital oscilloscopes and spectrum analyzers is desired.
- Ability to review block diagram, schematic, layout, test results to trouble shoot issues.

**Location:**

San Jose, CA (Santa Clara County)

