

Manager/Director - Sales and Marketing

EoPlex Technologies, Inc.

Silicon Valley

EoPlex has revolutionized the way that small, complex, ceramic-metal components are designed and manufactured. The company has developed an award winning clean-tech platform technology that has particular applications for many electronic components including cell phone antennas, semiconductor packages and similar components.

The EoPlex technology utilizes proprietary ceramic, metal and polymer materials and proprietary processes based on high speed printing techniques. The breakthrough design-rules made possible by EoPlex allow our customers to achieve designs that provide huge market advantages, and yet, are still low cost. EoPlex technology even allows low cost production of designs that were not possible before, such as 3-D shapes and meta-microstructures.

The company's current focus is on commercializing a family of high performance chip-ceramic antennas and advanced semiconductor packaging components. The EoPlex technology is also applicable to many other products, such as energy harvesters, fuel cell components and sensors and these products will be brought to market in future expansions. The company is backed by the highly regarded Venture Capital firms of: Draper Fisher Jurvetson, Labrador Ventures, ATA Ventures and Draper-Richards.

We currently have an excellent opportunity for a dynamic, results-oriented Manager/Director of Sales and Marketing. This position reports to the Vice President of Business Development and is responsible for identifying and developing potential new customers and managing current customers. A strong technical background and previous experience with one of these product lines, along with experience selling into highly technical markets, is essential. The qualified candidate needs to have a demonstrated track record in sales and applications engineering. This position will require approximately 20% travel throughout the US and some overseas travel.

Responsibilities Include:

- Sales and customer development
- Identification of new potential customers and related markets
- Networking to reach prospects and contacts at the appropriate level
- Sales calls, presentations and development of presentation materials
- Assisting customers in applying the EoPlex technology to their needs
- Communicating customer needs clearly within the EoPlex organization
- Analysis of markets, industry structure, competitive landscape and barriers to entry
- Business development support

Capabilities & Experience:

At least 5 years of technical sales experience in a field related to semiconductor packaging, RF front end modules, chip-ceramic antennas and related components. Highly desirable qualifications include:

- Experience in semiconductor packaging, especially molded array and QFN-type packaging
- Skills in finding new customers, introducing them to novel technology and making the sale
- Experience in multilayer ceramics, LTCCs, HTCCs and thick-film products
- Experience with ceramic antennas
- Sales experience of early stage and development products is required

We are looking for a dynamic, team-oriented individual who knows how to work well with people from diverse cultures and who understands the risks and rewards of working in a startup environment. If this describes you, then EoPlex may represent the most exciting and rewarding opportunity in advanced materials available today.

If you are interested in joining our team, helping to build the company and gaining high-level exposure to customers and major venture capital firms, then contact us directly. All replies must include a cover letter that highlights how your experience and skills fill the needs described in this position. You can learn more at www.eoplex.com. Send your cover letter and resume directly to our CEO: Arthur L. Chait at achait@eoplex.com.

Education Required:

A BS/MS in Electronics Engineering is preferred. A BS/MS in Mechanical Engineering, Materials Engineering, Physics, or related fields along with the experience listed above would also be a good fit. An MBA in Marketing would be helpful.

Location:

EoPlex is located in Redwood City, California a few miles from Stanford University and about half way between San Francisco and San Jose. Preference will be given to local candidates already in Silicon Valley and to candidates who are able to relocate to this area with modest assistance.