Photonics Application Engineer   (send resumes to jobs@optiwave.com)

Company
Optiwave is the emerging leader in the development of innovative software tools for the design, simulation, and optimization of components, links, systems and networks for the dynamically growing fields in photonics nanotechnology, optoelectronics, optical networks and other photonic applications (http://optiwave.com/).

Description
The Photonics Application Engineer will work closely with Optiwave's global customer-base, as a "Technical Liaison", in order to understand and relay simulation requirements to Optiwave's Director of Sales & Marketing. This position will work closely with Optiwave's management team in outlining product development roadmaps. Approximately 50% of the time will be spent traveling internationally for software demonstrations, trade shows, and customer training.

Essential Duties & Responsibilities
- **Technical Liaison**: Through in-person, email, phone, and online methods, the Photonics Application Engineer will strive to develop personal relationships with Optiwave's customer base to gain deeper understandings into the customer's technical & financial requirements.
- **Pre-Sales Support**: Based on customer information, determine the software that best suits the customer needs (considering requirements, cost, and capabilities).
- **World Traveler**: With customers in over 60 countries world-wide, Optiwave requires the Photonics Application Engineer to travel internationally and engage customers on both a technical & sales-related level.
- **Online Demonstrations**: Host online demonstrations for new customers & prospects.
- **Trade Shows**: Attend and participate in international trade shows. Duties include installation, set-up, and dismantling of exhibits, as well as software demonstrations and networking with sale representative staff.
- **Customer Training**: Conduct training sessions for customers both onsite and at customer locations.
- **Marketing Material Preparation**: Assist the marketing team in developing application notes, YouTube videos, and website pages based on customer interests.

Minimum Requirements
- B.Sc. in Engineering, Physics, or Photonics-related field.
- Matlab coding experience. Visual C++ is not required, but definitely an asset. Knowledge of Optiwave software is also an asset.
- Superb written and verbal communication skills (English as a first language).
- Excellent interpersonal skills.
- Ability to travel 50% of the time.
- Ability to work in a fast paced, deadline driven, multi-discipline environment.