

China Inference Sales Manager – March 2021

Flex Logix is developing industry-leading AI inference engines and we are the #1 provider of eFPGA solutions. Our InferX X1 is the industry's fastest and most-efficient AI edge inference accelerator that will bring AI to the masses in high-volume applications, surpassing competitor's performance at 1/7th size and much lower price. InferX X1 is available as a chip, PCIe board and M.2 board. InferX X1 is working and running YOLOv3 today; we launch it at the Linley 2020 Fall Processor Conference. Our Inference Compiler is easy to use and our APIs for Infer X1 allow rapid integration by the customer. Production shipment and compiler availability commences mid-2021. Our architecture is covered by dozens of patents and is highly differentiated giving us a sustainable competitive advantage.

We recently completed a \$55M funding round.

Flex Logix is rapidly expanding and is establishing a new sales manager role responsible for all business engagements in China. This person will report to the VP of Inference Sales and Marketing. This is an exceptional opportunity to deliver to market a very compelling AI inferencing solution targeting systems in medical, industrial, automotive and other Enterprise edge applications.

Responsibilities:

- Establish key accounts then build them into strategic partners, drive sustaining revenue, market share growth and product footprint
- Be responsible for sales strategy: through collaboration with BU counterparts, the FAE team, executives and others within the organization; develop a best-in-class strategy to drive design wins at targeted customers.
- Lead customer relationships to establish broad and deep engagements.
- Communicate routinely and proactively with internal teams to ensure that Flex Logix is on track to achieve defined objectives. Create transparency/visibility to performance and holds team members accountable for their performance.
- Negotiate pricing and key terms of sale, facilitate customer forecast, manage customer PO placement and open order backlog.
- Understand customer development cycles, supply chain, critical end markets and channels
- Identify and document customer technical and business opportunities to define supporting proposals and strategy for engagement across the customer supply chain on a global scale where necessary
- Coordinate activities with regional sales partners.
- Evangelize the use of Flex Logix's solution and technology to our customers and partners

Qualifications:

- 10 or more years related industry experience selling complex chip/board solutions with significant software tools for programming; preferably 2+ years' experience selling AI Inference chip/board solutions. Prefer 2+ years selling AI inference chips/boards
- Extensive network of customer contacts among manufacturers of systems such as medical imaging, robotics, industrial automation, cameras, servers, PCs, life sciences and other users of AI inference in systems outside of the datacenter
- A consistent track record of delivering results in a dynamic, fast changing semiconductor industry

- Strong product knowledge in applications, use cases and workloads for customer platforms
- Ability to develop sales strategies, taking into consideration customer and company perspectives
- Excellent negotiation and closing skills
- Understanding of competitive dynamics and strategies of key industry players; technical and other differentiated capabilities required to win in the marketplace
- The ability to apply broad knowledge to solve problems, drive for results and meet deadlines
- Excellent organizational, leadership, interpersonal and collaboration skills
- Proficiency in Salesforce.com
- BSEE/Computer Science/Computer Engineering undergraduate degree required
- Fluency in business and technical English, spoken and written: required for working with our central Software, Engineering, Silicon and Systems teams. About 1/3 of our technical team are native Mandarin speakers, including our Co-Founder.

The candidate must be willing to travel nationally and internationally, averaging 1-2 weeks/month. We are looking for a passionate individual who would like to change the world. They must be entrepreneurial in spirit, an innovative problem solver, and a self-starter who thrives in a startup environment.

Residence in Shanghai, China is required.