

## **Solutions Architect/Applications Engineer, AI Inference Solutions**

Location: Mountain View, CA or Austin, TX

### **Job Description and Requirements**

Flex Logix develops 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 brings AI to 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 and starts production shipments this summer.. Our Inference Compiler is easy to use (we take in neural network models in TensorFlow Lite and ONNX) and our APIs for Infer X1 allow rapid integration by the customer. 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.

### **Solutions Architect**

We are enabling emerging Vision AI markets ranging from healthcare to robots to security to retail and other applications. At the edge, power and performance are key, and you will be ensuring customers are successful in deploying our full solution, from Software to Hardware, with their models. You are technically strong and can work effectively with our Runtime Software team, Compiler Team, and Hardware team.

You will collaborate with the Sales & Marketing team to identify and understand our customers' technical and business challenges. This includes developing appropriate strategies and solutions for customers, leveraging our expertise. You will understand customers' problems and educate them on how our solutions can help. Ensure a successful customers evaluation (with support of the Solutions Team first and R&D teams as needed) relative to their requirements. You will influence the product development roadmap by communicating customer needs clearly to the organizations. You will support the engagements via onsite and remote technical interactions, provide demos, support and qualify evaluations, resolve technical problems, addressing competitive challenges, and regularly communicate status during the engagements. After adoption, you will also continue to support customer issues as they arise and write collateral such as quick-start guides, cookbooks, FAQs, etc that will lower the support cost for both pre and post sales.

### **Responsibilities and Duties:**

- Pre-sales activity: Participation in technical benchmarks, methodology presentations and demos to articulate the superiority of our solution, onsite and remote technical interactions. Assist in preparation of demos, which may require C++. Analysis and post processing of customer models (e.g. quantization) using Python in TensorFlow or

PyTorch environments. Analysis of AI models provided by customers for qualification, power, and performance.

- Post-sales support: Support customers as issues arise. Be the first line of defense to debug their issues and coordinate with R&D. Collateral creation to share the expertise of both the industry and product to customers
- Product Management: Driving product improvements by bringing customer input into the organization. Initiate and manage multiple proof of concepts. Align on Sales and Marketing priorities. Define workflows and best practices. Produce customer and documentation and internal documentation (requirements, specifications, and test plans).
- Travel: you will need to be fully vaccinated to be able to meet with customers in person. Must be willing to travel one or sometimes two weeks per month to our customers worldwide: North America, East Asia, Europe and Israel.

The job will provide skillset growth into customer relationship management.

### **Key Qualifications:**

- Proficiency in Python
- Experience with TensorFlow, Pytorch, OpenCV, etc
- Experience with Nvidia GPU and/or Intel/Xilinx FPGAs
- C++ Experience (2+ years preferred)
- Performance Analysis and modeling of ML models
- Ability to problem-solve creatively to complete complex assignments
- Excellent interpersonal and communication skills; both internally and externally
- Positive Customer Interaction
- Willingness to both learn and teach
- Experience with Linux and Windows
- Willing to travel ~20% of the time

### **Preferred Experience:**

- Experience with Vision Based Models a plus
- 3-5 years of Customer Support Experience
- Technical Papers, Presentations, and Articles written

The candidate must live in the Bay Area or Austin, TX, and have a US citizenship, permanent residency (“green card”), or a current H1-B visa