

Solutions Architect/Applications Engineer, eFPGA Solutions

Location: Mountain View, CA or Austin, TX

Job Description and Requirements

Flex Logix is the industry-leading provider of reconfigurable computing solutions with EFLX eFPGA and InferX edge inferencing accelerator, chips and boards. Our technology is covered by many patents and is highly differentiated giving us a sustainable competitive advantage where customers can save cost and reduce power by integrating the FPGA. We have more than 16 chips working in Silicon and many more in design. By supporting technologies from 180nm down to 5nm we are the leader in ports, the number of customers and are a cash-flow positive eFPGA business.

We are well funded and recently completed a \$55M funding round.

Solutions Architect

We are enabling eFPGA markets such as Aerospace/Defense, 5G, computational storage, Smart NIC, Industrial, Automotive and other applications. For these applications power and performance are key, and you will be ensuring customers are successful in deploying our full solution, from Software to Hardware, with their RTL and FPGA designs in our eFPGA. You are technically strong and can work effectively with our Compiler Software 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 customer evaluation (with support of 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 manage as well as 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, technical presentations and demos to articulate the superiority of our solution, onsite and remote technical interactions. Assist in preparation of demos, which may require C++, RTL and FPGA environments. Analysis of RTL and EDIF provided by customers for qualification, power, and performance using our full set of software tools.

- 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. Customers typically work with us over Zoom or WebEx but we often need to meet initially and periodically during evaluation and implementation.

The job will provide skillset growth into customer relationship management.

Key Qualifications:

- Proficiency in Verilog RTL and FPGA tool flow
- 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
- Willing to travel ~25% of the time

Preferred Experience:

- Experience as an FPGA application engineer and with Intel/Xilinx FPGAs highly preferred
- Experience as an SoC, MCU or ASIC designer
- C++ experience is a plus
- PCB board design/debug experience helpful
- 3-5 years of Customer Support Experience
- Technical Papers, Presentations, and Articles written
- Experience working with Wireless applications, Networking or Storage is helpful
- Fluent in Mandarin a plus

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