The main job responsibility is the ownership of the technical side of the customer relation in developing business. It comprises pre–sales consultancy and post–sales support for all OneSpin product lines, including solutions for functional verification of complex modules, IP, processors, and sub-systems, as well as solutions for synthesis verification for ASIC and FPGA designs. Performing technical presentations and demonstrations, writing white papers, success stories, and application notes are additional job functions.

**RESPONSIBILITIES**

Pre–sales consultancy and post–sales support for all OneSpin product lines. Obtain the ownership of the technical side of the customer relation in developing business. Close working relationship with the VP Sales. Enable customers to apply property checking solutions for formal verification of complex modules, IP, processors, and sub-systems, as well as equivalence checking solutions for synthesis verification for ASIC and FPGA designs using the OneSpin Solutions product lines. Create and perform technical presentations and demonstrations at customer site. Drive and manage technical evaluations at customer site. Have a key role in tradeshows, verification seminars, and marketing by developing tutorials, application notes, training materials, writing white papers, and success stories. Identify & qualify relevant verification projects at the customer to increase usage of the OneSpin Solutions product range. Drive product improvements, feature qualifications and methodology definitions by interfacing tightly with customer support and R&D to enhance products and user experience as the basis for success.

**REQUIREMENTS**

The applicant should hold a master degree (or similar) in electrical engineering, microelectronics, computer science or physics.

- 4+ years of relevant experience in formal verification of digital circuits is a prerequisite
- Knowledge of verification languages (SVA, PSL), verification methodologies and tools
- Working knowledge of HDL such as Verilog, SystemVerilog, and VHDL
- Capability to navigate within customer organizations and mobility to work with customers on-site
- Strong communication skills to interact with external customers and internal engineering staff