

Pre-Sales RF/uW/mmW Application Engineer

Keysight is looking for an experienced RF/uW Application Engineer that will work closely with Keysight's Field Sales team and customers to understand measurement challenges, propose solutions using Keysight hardware, and demonstrate Keysight's ability to help customers be successful. Additionally, this position provides opportunities to present technical seminars, demonstrations, etc. that convey the Application Engineer's RF expertise along with insights from Keysight products. Being persuasive to create customer preference for Keysight products as well as developing strong customer relationships and ensuring customer satisfaction are key aspects to this position. The RF Application Engineer position has responsibilities for:

Continuously learning new products, applications and technologies in areas such as:

- RF semiconductor test.
- Electronic Warfare simulation and testing.
- Radar and Pulsed RF applications.
- RF and microwave systems and communications test.
- Leading Keysight's customer engagements from a technical perspective.
- Owning the technical solution development, demonstration, proposal, and in some cases delivery.
- Teaming with sales professionals, divisions, and other disciplines to develop and win complex opportunities.
- Creating demand for Keysight's products and services.
- Becoming a resident expert for key customers.
- Developing and building long term relationships and loyalty with customers while ensuring high customer satisfaction.
- Contributing toward achieving sales metrics for Keysight's RF and microwave products lines.

This position is compensated by a 90% salary and 10% commission. It yields 100% target pay achievement at 100% of targeted sales with higher commission rates once the sales target is exceeded.

Job Qualifications

This position requires at least 3-5 years of sales experience with an emphasis on winning competitive sales through exceptional account and time management.

- BS/MS in Electrical Engineering or equivalent education with emphasis in RF and microwave systems.
- Must be a US Citizen and able to obtain a US security clearance.
- Strong understanding of RF and microwave test and measurement applications.
- Passion for continuous learning in RF and microwave technology.
- Strong knowledge in Matlab simulation and test equipment automation.
- Ability to develop strong relationships with customers and internal teammates.
- Strong written & verbal communication skills.
- Effective presentation and problem solving skills.

- This is a field job and candidate must be able to drive company provided vehicle and physically fit to be able to transport test equipment to/from customer site.

Keysight is an equal opportunity employer. Qualified applicants will receive consideration for employment without regard to disability, protected veteran status or any other protected categories under all applicable laws.

Additional characteristics of candidates we are seeking for this position includes:

- Independent professional that works best under broad and general directions.
- Highly competitive, assertive with a passion to "win" and "teach".
- Ability to create a vision and convey the message in a persuasive manner.
- Comfortable in challenging customers by offering the customer unique perspectives.
- Sociable, people oriented, outgoing, desires quality customer interactions, and wants to earn recognition.

Job Function
Support / Service

Privacy Statement

Keysight is an Equal Opportunity Employer.

Keysight Technologies Inc. is an equal opportunity employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability or any other protected categories under all applicable laws.

Candidates can be considered to work from the following locations:

Americas : United States : California : Irvine (Vocal)