

Position Title: Industrial Technical Marketing Engineer

Location: Tempe, AZ

Relocation: No

JOB SUMMARY:

Technical marketing ownership of Artesyn Industrial platforms and board-level computing products, including technical product definition, from inception to maturity, of Industrial IoT vertical market solutions. Seeking a proven market leader who has direct sales and/or marketing experience working for or with leading industrial firms and direct experience in the application of IoT technology for Industrial and Transportation applications.

DUTIES AND RESPONSIBILITIES:

- Translates platform, customer needs, market and competitive needs into marketing requirements documents (MRDs) under the guidance of Industrial Product Marketing lead.
- Responsible for product and competitive research, creation of new MRDs with defined hardware and software features, and collaboration with Engineering on New Product Introduction process.
- Leads special analysis projects as needed for key customer programs or as part of Voice of the Customer research.
- Responsible for technical product training to global Field Application Engineering teams, including hands-on demo work for customer and major trade show events.
- Keeps abreast of emerging industry and product line technology and participates in relevant standards trade organizations as leader or technical contributor. Is recognized as an expert in Industrial systems.
- Work is accomplished without considerable direction. Exerts significant latitude in determining objectives of assignment.

MINIMUM QUALIFICATIONS:

- 4 year B.S. degree in Engineering
- 4 – 8 years relevant industry experience in Industrial and/or Rail market

ADDITIONAL QUALIFICATIONS:

- Industry Trade Organization leadership or subcommittee experience preferred

KEY COMPETENCIES

- Industry-specific Technical knowledge and leadership
- Analytical skills: Competitive benchmarking, performance analysis and system architecture experience
- Competitive Research
- Interoperability Testing
- Customer-facing experience
- Driving 3rd party technical statement of deliverables
- Technical and sales training
- New Product Research and Definition

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