

Seica Inc is a world leader in test & measurement equipment design and services. We market, promote, train and install capital test and process equipment built in Italy and shipped to North America. With offices worldwide Seica can support you no matter where your NPI centers or production facilities are located. From bare board/substrate testing to traditional in-circuit and functional testing, Seica is the only ATE company that provides solutions to both the substrate and loaded board markets.

Seica Inc is now hiring a:

Pre-Sales Application Engineer:

In this position the Application Engineer is part of a team that is offering test (In-circuit & Functional) solutions to customers with the goal to achieve sales. The application engineer is the main technical driver between the Sales manager, Application Manager and customer. Technical training from both Seica Inc. and Seica SpA (Italy) will be provided, this position will be located in the Queretaro Mexico office. The successful candidate should have a presales business acumen in understating customer's needs and wants and be able to position the best Seica solution to achieve the customer's goals.

In this critical position the Application Engineer will rely on all his technical abilities to achieve sales and customer satisfaction. The engineer will be competent of all or most of Seica's products he/she is assigned to understand the advantages and weaknesses of Seica products. In addition, the application engineer must understand the competitors from a technical viewpoint as well.

The main responsibilities of the Application Engineer are:

- Provides presales support to customers and his direct manager to achieve sales.
- Can work independently to achieve the desired results
- Can interact with Seica R&D on problems in regards to benchmarks and/or post-sales support to achieve system acceptance after installation.
- The ability to program in several software languages being an expert in at least 1 but competent in others.
- Ability to interpret schematics and develop test programs independently with also the use of a customer's product theory of operation specification.
- Ability to write technical documentation clearly and concisely such as statement of works, benchmark reports, corrective action procedures, and test equipment operation procedures.
- With proper training be able to generate test programs on a Seica Pilot flying prober
- Ability to lead a technical customer meeting independently or in a group setting and present Seica products in a meaningful way to highlight customer solutions with the intent to achieve product sales.
- Be able to interface in a positive and productive manner with Regional Sales Managers and Customers.
- Be able to architect custom solutions utilizing Seica products and in addition consider alternatives such as integrated solutions with 3rd party content such a National Instruments and LabView.

Requirements:

- MUST speak fluent Spanish and advance English
- Education: BSEE, BSCE, BSSE or equivalent
- 5-10 years of minimum experience
- Understanding of test equipment to include power supplies, meters, oscilloscopes, etc.
- Ability to understand and make adjustments to test programs using Test Stand and LabView
- 50% Travel will be required in Mexico but also to the US and Italy
- Job Type: Contract

The following Certifications are a plus:

- Certified LabVIEW Developer
- NI Test Stand Certification

Local candidates preferred but a relocation package may be available for the right candidate.