



Document title:

Job Description Solution Architect Europe

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Job role	Semiconductor / IoT Solution Architect Europe
Department	Sales
Location / Working place	France
Reporting to	VP Sales EMEA

Mission

- Technical pre and post-sales support.
- Understand Customer's technical issues and problems and build/develop a technical solution based on WISeKey Semiconductors and PKI / Digital Identity products and solutions
- Collaborate with the responsible Sales Director and/or Sales Account Manager on building the appropriate target account plan execution, to grow revenue and customer satisfaction
- Collaborate with internal marketing, provide market insights & field feedback to drive new product development and roadmap
- Be the technical trusted adviser to our customers, prospects and technology partners

Main responsibilities & Duties

- Provide first line technical support to the customer
- Increase the Design-In & Design-Win pipeline
- Write application notes and technical reports helping customers to perform integration and helping the sales team to generate new leads
- Establishing and maintaining customer relationships
- Constant and continued interaction with customers, WISeKey sales team, marketing, business units and inside sales to build & grow the pipeline
- Lead and develop the technical relationship with our channel partners / distributors and provide technical support and education/training
- Collaborate with marketing team on new product specifications
- Represent the company during technical workshops and tradeshow
- Monitor competition and technological development
- Ability to communicate complex solutions to all levels of the customer organization
- Ability to understand customer specific requirements and translate those into solutions
- Excellent oral and written communication
- Fluent in English

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The logo for WIS@key, featuring the word "WIS@key" in a bold, red, sans-serif font. The "@" symbol is stylized with a red circle around it.

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Main interfaces

Internally :

- Sales
- Marketing
- R&D
- Customer support / Inside Sales

Externally:

- Customers, prospects
- Reps, Distributors
- Technical / Technology partners

Requirements

Educational background / diplomas	Bachelor's or Master degree in Electrical Engineering, Computer Science or the Physical
Experience	>5-10 years experience as Field Application Engineer or Solution Architect in Secure Microcontroller / Semiconductors, IoT Cybersecurity with a focus on total solutions, including, Hardware design and Software

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The logo for WIS@key, featuring the word "WIS@key" in a stylized red font. The "@" symbol is integrated into the design, and the "key" part is in a slightly different font style.

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<p>Technical Skills</p>	<p>Software :</p> <ul style="list-style-type: none">• C & C++ language, Java, Assembly• Windows, Linux and MacOS, IOS and Android platforms• Web Server using PHP scripting language and MySQL database• IoT Cloud services such as AWS IoT Core and popular IoT Networks like SigFox, LoRa and NB-IoT• Visual Studio, IAR system, ARM Developer Suite, Eclipse, Telelogic Rhapsody <p>Hardware:</p> <ul style="list-style-type: none">• CPU: RISC-based CPU such as ARM and AVR architecture• Interfaces: USB 2.0, SPI, I2C, UART, ISO-7816, NFC, RFID• Network: Ethernet, TCP/IP, SSH, IPSec, SSL/TLS, VPN, OpenSSL, Apache• Connectivity & Networks: BLE, ZIGBEE, SigFox, LoRa and NB-IoT <p>Security:</p> <ul style="list-style-type: none">• Cryptography: RSA, PKCS#1..12, DSA ECDSA x9.62, ECDH, KDF DES, AES, FIPS Publications, Russian FOST algorithms, Microsoft Cart MiniDriver TCG, GlobalPlatform• Certification : Commun Criteria EAL 4/5 + FIPS 140-2 & FIPS140-3• PKI: Certificates X.509, Certification Authority, Certification Revocation HSM, EJBCA platform• IoT Security, IoT communication protocols such as MQTT and how to secure with TLS and other mechanisms• Government standards: French ANSSI, German BSI, American NIST, Great Britain CESG & GBCS
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To apply, please send your CV and motivation letter exclusively by email to ipecharroman@wisekey.com