



1290 Hammerwood Avenue
Sunnyvale, CA 94089
Phone (408) 745-0383 Fax (408) 745-0956
www.ondacorp.com

Applications Engineer

Onda Corporation is a leader in developing ultrasonic technologies that serve the medical and industrial markets. Our customers range from Fortune 10 companies to academic laboratories in South Africa. We are looking for a self-motivated Sales Engineer who can work closely with customers and Sales Partners to apply our products to a broad range of applications.

As the key product advocate, the Candidate will actively drive and manage the sales process from technology evaluation through customer success. The Candidate will assure complete customer satisfaction while operating within the framework of the Company. The Candidate will articulate technology and product positioning to both business and technical users. The Candidate Engineer will feed back Customer input to develop and shape next generation Products.

Responsibilities:

- Represent Products to customers and Sales Partners, ensuring great application fit.
- Negotiate with Customer to ensure both technical and commercial needs are met.
- Deliver customer demos, training, and installation of Onda ultrasound measurement instruments
- Diagnose and troubleshoot technical problems and issue resolution for customers and distributors
- Generate product and application content for customer support.
- Identify and define application requirements for new market opportunities.
- Document, track and manage all support requests, communications and actions in CRM

Qualifications

- Bachelor's Degree in physics or engineering discipline required, Master's preferred.
- 2-5 years of technical or field support experience in metrology and/or scientific instrumentation.
- Excellent customer interaction skills
- Knowledge of the medical and industrial ultrasound market preferred
- Advanced data analytics skills; experience with MS Excel macros, Matlab, Labview is desirable. Ability to comb through data quickly to draw clear conclusions.
- Good PC and presentation skills. Must be able to work with Microsoft products (e.g., Outlook, Word, Excel, PowerPoint) and easily navigate the internet.
- Highly organized self-starter with time management skills; strong ability to handle multiple tasks and easily accommodate changing priorities.
- Professional appearance and positive attitude is a must.
- Domestic and international travel required

Onda offers a competitive benefits package including medical, dental, long term disability, retirement, and bonus plan. Salary will be competitive, commensurate with individual's experience and capabilities.

Please contact: saleseng-job@ondacorp.com