

Job ID NCH_002843

Brief Description Oscilloquartz is a pioneer in time and frequency synchronization. We design, manufacture and deploy end-to-end synchronization systems that ensure the delivery and assurance of highly precise timing information over next-generation packet and legacy networks. As an ADVA Optical Networking company, we're creating new opportunities for tomorrow's networks. For more information, please visit us at: www.oscilloquartz.com.

- Responsibilities**
- Define the Cesium product line roadmap.
 - Define the marketing specification of new features and products.
 - Interfaces directly with OSCILLOQUARTZ customers and customer facing organizations, and with internal engineering organizations so to capture market requirements and satisfy tactical and strategic customer needs.
 - Author Marketing Requirements, including Market study, Competition analysis, Product requirements, Price, Planning, go to market strategy.
 - Communicate customer needs back into OSCILLOQUARTZ internal organizations to influence design and business priorities and to deliver timely solutions to customer programs.
 - Coordinate with OSCILLOQUARTZ business development teams to prioritize product features across a broad range of opportunities. Research and participate in standards activities in related fields and disciplines to ensure conformance to relevant industry standards and practices.
 - Develop pre-sales documentation to support OSCILLOQUARTZ BD team.
 - Support internal manufacturing and business processes to realize successful program delivery.

- Requirements**
- Engineering education, ideally with strong physics knowledge.
 - Understanding of Frequency & Time source and distribution technologies.
 - Ability to help customer in designing its Time & Frequency distribution system.
 - Ability to convince about OSCILLOQUARTZ Key Selling Points around Cesium.
 - Understanding of past and current market applications for Time & Frequency source & Distribution.
 - Experience with selling / supporting sales is an advantage.
 - Excellent presentation skills so to make complex technology simple, motivate sales forces and build customer confidence and trust.

Contact **ADVA**
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Apply now