

Job Description: Field Applications Engineer – Americas (Bay Area, CA)

CML Vision – The first-choice semiconductor partner to technology innovators, together transforming how the world communicates.

CML Values – Trust, Respect, Commitment and Creativity.

CML Guiding Principles – Strong business ethics; culture of quality with a sense of urgency; live and breathe the customer experience; a passion for excellence; inspire our people to innovate.

Position Summary

CML Micro are experts in the design and manufacture of advanced RFIC products, mixed-signal baseband/modem processors and RF and mmWave MMICs. CML solutions are at the core of the most demanding mission-critical professional and industrial applications, network infrastructure, IIOT and aerospace & defence systems.

We are seeking a customer-facing Field Applications Engineer (FAE) to support and grow our business across the Americas region. Based in the Bay Area, you will work closely with customers, sales teams, and internal engineering to drive design wins and ensure successful product integration.

Key Responsibilities

- Provide technical pre-sales and post-sales support for CML products across North America
- Act as the primary technical interface between customers and internal engineering teams
- Support customers with system design, debugging, and performance optimization
- Deliver product presentations, demos, and training
- Drive design-in activities and support key customer programs through production
- Gather and communicate customer feedback and market requirements
- Collaborate with sales to identify and convert new business opportunities
- Develop strong relationships with key customers and partners
- Travel to customer sites (up to ~40%)

Required Qualifications & Experience

- Degree in Electrical/Electronic Engineering or equivalent
- 5+ years experience in RF, analog, or mixed-signal engineering
- Strong knowledge of:
 - RF fundamentals and system-level design
 - Analog circuit design and debugging
 - Test and measurement equipment
- Strong interpersonal and communication skills
- Willingness to travel across North America

Desirable Qualifications & Experience

- Experience with wireless, satellite, or IoT applications
- Familiarity with US semiconductor customers and ecosystem
- Prior FAE or applications engineering experience in a similar market

Cultural Influence

- Foster an environment that values creatively solving problems and delivering results
- Instil a sense of urgency to ensure that all activities are completed on schedule and budget
- Actively participate in creating a safe and positive work environment for all employees by ensuring employees are properly trained, safety requirements are effectively communicated, and safety hazards are identified and corrected
- Establish a results-oriented management style that measures and evaluates individual performance against clearly defined accountable competencies, responsibilities, and objectives
- Act with a high sense of trust and integrity

Critical Competencies for Success

Excellent Communication Skills – Maintains an open flow of two-way communication, exhibiting strong verbal, written and presentation skills, stating expectations clearly and being visible to all stakeholders. Exhibits executive presence in front of both internal and external audiences. Being a good listener is a critical success factor.

Impeccable Integrity – Embodies and practices unquestioned personal and business integrity. Creates an environment of trust and respect by acting with fairness and consistency, keeping commitments and providing rationale for decisions.

Team Player with Maturity – A results-oriented individual who, at the same time, is the consummate team player who can effectively negotiate with others to achieve win-win outcomes. They will be well respected by senior management, peers, and subordinates, and will be secure in their technical and managerial abilities.

Open Minded – A resilient and committed executive with a passion for excellence; a flexible and open operating style; non-political and non-bureaucratic; someone with a natural and effective consultative approach who will gain the trust and respect of individuals at all levels.

Customer Focused – Live and breathe the customer experience by encouraging a culture dedicated to enhancing customer satisfaction and building strong customer relationships.

Location

Bay Area, California (preferred), but will consider Western Nevada, Washington state too. Please note, this role requires regular access to Fremont and travel across North America.

Salary and Benefits

A competitive salary is offered, depending upon skills and experience.

Additional benefits include:

- Holidays – 25 days plus bank holidays per year
- Pension scheme

- Healthcare scheme
- Death in service
- On-site parking

Application

In the first instance, please forward your CV and covering letter to sales_recruitment@cmlmicro.com

Further information about CML Microcircuits can be found on our website at www.cmlmicro.com