Job Description
Provide technical pre/post sales support to customers as an expert in physical design methodologies and flows. Drive our business with sales team for physical design tools and services. Roll out new product methodologies and set up technical support processes. Leverage technical expertise by mentoring other physical design AEs and Account Managers. Provide product demo, competitive benchmarks and evaluations. Interface with R&D team for tool enhancement. Play an active role in account planning; develop solutions by using in-depth knowledge of customer challenges. May be taking a role as a team lead.

Requirements
• BS in CS/EE with pertinent experience, preferably in the EDA industry; if not, then in the semiconductor industry.
• Deep technical knowledge of physical design, especially Physical design phase: Floor Planning, Place and Route, physical verification, Signal integrity.
• Knowledge of the front-end design process or experience with timing signoff, extraction, low power (Multi voltage/power gating) and LVS/DRC are a plus. Synopsys tool experience is desired, but not required.
• Excellent customer service and problem-solving skills so as to achieve consistent success at customer adoption of SNPS physical design tools.
• Ability to understand and explain related technical issues, thorough knowledge of company products, and all potential applications and associated languages.
• Superb customer interface, negotiation, communication and planning capabilities.
• Ability to lead and manage complex tasks to achieve timely completion consistent with program schedule and cost constraints.
• Leadership to be a team mentor.
• Advanced sales acumen.

If you are interested in this position, please contact to jp-hr-saiyo@synopsys.com