

Hardware Product Marketing Manager

NComputing is the leading provider of desktop virtualization software and hardware. Our technology taps the excess power of standard desktop PCs so that multiple users can simultaneously share a single PC—and cut computing costs by 70%. In just 18 months, our customers have deployed over 500,000 seats in 70 countries, making NComputing one of the fastest growing computer companies in the world.

To keep pace with our rapid growth, NComputing seeks an experienced hardware product manager with a true entrepreneurial spirit. This is a high-visibility opportunity to impact the future direction of NComputing's unique multi-user computing technology. You will work with a global hardware development team and with customers worldwide to research, define, and bring to market state-of-the-art solutions for education and commercial markets.

Job Responsibilities:

- Conduct market research with current and prospective customers
- Identify potential technology partners
- Create Marketing Requirements Documents to drive product development of next generation hardware
- Define product pricing
- Conduct evaluations of a customer's out-of-box experience and drive improvements
- Plan and execute marketing launches of new products
- Develop sales and marketing collateral including white papers, technical data sheets, and demos
- Train sales and support staff on new products
- Define product warranty and unique service offerings
- Manage complete product lifecycle including EOL

Requirements and Skill Set:

- In-depth understanding of computer hardware architectures with some hardware development experience desired
- Familiarity with computing and communications standards including PCI Express, TCP-IP, DVI, USB, WHQL, RDP etc.
- Familiarity with FPGA and ASIC development process and strategies
- Experience with PC and/or server management software including systems management
- Experience with operating system technology including deployment, updates, and OS virtualization
- Experience with thin client, terminal services, application virtualization, and server-based computing architectures
- Strong interpersonal skills for working with teams across the company and throughout the world including software development, hardware engineering, sales, marketing, operations, and executive management
- Exceptional writing skills and dynamic presentation ability (must provide sample work)
- Bachelors degree in Engineering or Computer Science
- Master of Business Administration Degree preferred

Minimum of three years experience in product marketing, product management or equivalent role.

About NComputing, Inc.

Winner of the Wall Street Journal's 2007 Technology Innovation Award, NComputing, Inc. was founded with the goal of making computing affordable for everyone. NComputing is a pre-IPO software and hardware technology design and manufacturing company with offices in Australia,

Canada, China, Germany, India, Korea, Poland, Russia, the United Kingdom, and the United States. Headquartered in Redwood City, CA, the company's patented technologies drastically lower costs, improve manageability and reduce energy consumption and e-waste. Current products deliver virtual PC computing for as little as \$70 per user, affordable enough for even the smallest organization yet powerful enough for enterprise-scale applications.