

## **COMPANY & POSITION SUMMARY**

COMPANY: Polaris Wireless ([www.polariswireless.com](http://www.polariswireless.com))  
POSITION: FP&A and Accounting Manager  
REPORTS TO: Victor Chun, CFO ([victor@polariswireless.com](mailto:victor@polariswireless.com))

### **ABOUT POLARIS WIRELESS**

Polaris Wireless, a Silicon Valley based company, offers commercial wireless location products that make the delivery of location-based services (LBS) economically feasible. Polaris's products address both the E911 public safety market, as well as commercial location-based applications. Recent market studies predict that demand for location-based services delivered over wireless networks will become a significant contributor to carriers' revenues, with the majority of sales coming from the information and emergency service sectors -- wireless Internet and personal security markets. Polaris's Wireless Location Signatures (WLS) product is an extremely economical solution to the location determination problem, because no changes to the handsets or to the network operator's base stations are required.

Polaris's objective is to become the leading provider of low cost location technology to the wireless industry worldwide. Based on revenue from the E911 product, Polaris was breakeven financially in 2003. In addition, the company has completed and passed E911 accuracy certification testing according to the FCC Office of Engineering and Technology (OET) Bulletin 71 testing guidelines with customers, Triton PCS, Dobson Cellular and Rural Cellular Corp (RCC). The company has conducted extensive field trials of its technology with two of the largest GSM carriers in the world, Orange UK and Vodafone Europe. In blind competitive testing with Vodafone, the accuracy of Polaris's technology won against eight other location technology companies, including major infrastructure vendors and smaller companies.

Polaris Wireless has received two rounds of equity financing, principally from Draper Fisher Jurvetson (DFJ), a Silicon Valley based venture capital firm, DFJ ePlanet, based in London, UK, and Centre Palisades of Los Angeles. The company has a business plan that allows it to be self funded as it grows.

### **ABOUT THE POSITION: Financial Planning & Analysis and Accounting Manager**

#### **Overview of Responsibilities**

The individual will be a key member of the company, responsible for:

- Managerial and financial accounting and reporting,
- Development of Accounting Policies (including Process and Procedures documentation),

- Development and management of accounting system (GL, sub ledgers, department/function accounting, project accounting),
- Financial Planning & Analysis (including Company operating and capital budgeting),
- Actual to Plan variance analysis,
- Productivity and cost efficiency analysis.

## **Qualifications**

The individual must be highly entrepreneurial and a strategic thinker who can solve today issues in a young company as well as build processes for growth to a large company infrastructure. The individual will need to work closely with all levels in the company including the senior management to be effective.

The individual needs to have:

- High analytical skills
- Strong verbal and written communication skills
- Strong organizational skills

## **Education and Experience Level**

- 8-10 years professional experience in above activities
- Minimum BS Accounting and or Finance Degree
- CPA and or MBA plus
- Public Accounting experience plus
- Management skill plus
- Background in high tech industry particularly software or telecommunications industry plus
- Experience with accounting software packages, standard office software

Located in Santa Clara, CA. Polaris Wireless is seeking an intelligent, talented, creative, and motivated individual of the highest personal integrity to join their team. Polaris Wireless offers competitive compensation, with a significant options package and a generous benefits plan, which includes a 401(K) program.