

COMPANY & POSITION SUMMARY

COMPANY: Polaris Wireless (www.polariswireless.com)
POSITION: Pricing Manager
REPORTS TO: Victor Chun, CFO (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: Pricing Manager

Overview of Responsibilities

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

- Product and service pricing,
- Revenue Forecasting,
- Market research and economic analysis of markets and product opportunities,
- Competitive pricing analysis,

- Economic analysis of new product and business models.

The Pricing Manager will work closely with the senior management in the marketing, business development, and engineering organization to develop effective strategic plans that are consistent and supportive of the Company's goals and objectives.

Qualifications

The Pricing Manager must be highly entrepreneurial and a strategic thinker. The Pricing Manager needs to have:

- High analytical skills
- Strong verbal and written communication skills
- Comprehension of technology
- Ability to address new products and business models

Education and Experience Level

- 8-10 years professional experience in above activities
- Minimum MA, MS Finance, Economics, or related field
- MBA plus
- Management skill plus
- Engineering or technical degree plus
- Background in high tech industry particularly software or telecommunications industry plus
- Experience with excel software, market research databases

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.