



## **COMPANY & POSITION SUMMARY**

**COMPANY:** Polaris Wireless ([www.polariswireless.com](http://www.polariswireless.com))  
**POSITION:** Senior Project Manager  
**REPORTS TO:** Director, Project Management and Customer Operations

### **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 (an AT&T Wireless affiliate), 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.

### **Job Description**

Quoted Deployment Price is applicable to orders received within 30 days of quotation date.  
Orders are subject to the terms and conditions of this quotation. (see description and comments)

DIRECT ALL INQUIRIES TO:  
e-mail : [careers@polariswireless.com](mailto:careers@polariswireless.com)

The Project Manager manages the end-to-end product deployment for implementation of Polaris Wireless location based services products. The functions performed by the Project Manager include but are not limited to:

- Create, own and execute the deployment project schedule for the assigned customer(s)
- Educate and Train customers on all aspects of the Polaris products
- Manage software licensing aspects of the deployed products in conjunction with AR team
- Manage logistics of people and equipment as they move through deployment activities
- Manage daily interactions with both internal and external customers
- Ensure all established internal and field operation processes are adhered to
- Establish new processes where required
- Ensure timely and cost-effective deployment of the product by tracking and driving any potential issues to closure
- Manage Level 1 support activities and Integration testing
- Participate in core teams to drive product requirements and improvements

**Required Skills:**

- 3+ years of project management and customer facing experience
- Knowledgeable about wireless technologies and network operations
- Detail oriented with solid computer skills including MS Project, MS Excel, PowerPoint
- 2+ years experience managing field operations

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.

**Contact Information:**

To apply for this position send email to [careers@polariswireless.com](mailto:careers@polariswireless.com)  
Mail resume: Attn: Human Resources (POSITION: Senior Project Manager), 5201 Great America Pkwy, Suite 440, Santa Clara, CA 95054.