

Field Operations & Deployment Engineer

First Field Hire · Korea-Based · Full-Time

Company	PiKAI Corporation (피카이 코퍼레이션)
Location	Pangyo, Seongnam-si · On-site + factory travel across Korea
Employment	Full-Time · Direct Hire
Salary	₩2,800,000 – ₩3,500,000 / month (negotiable based on experience)
Reports To	Shivanshu Dwivedi, Founder & CEO
Language	Korean (native) required · English (basic) a plus
Start Date	Immediate / ASAP

ABOUT PIKAI

PiKAI Corporation is a physics-based edge AI startup headquartered in Pangyo, Korea. We build predictive maintenance solutions for Korean manufacturing SMEs — predicting machine failures before they happen, without sending any data to the cloud.

Our products: Pulse (AI operations SaaS integrated with KakaoTalk/WhatsApp/Slack) and Pred4AI (proprietary multi-physics simulation engine running on edge hardware).

We are Top 5 at K-Startup Grand Challenge 2025, NextRise '26 Selected Exhibitor, and backed by ₩160M+ in Korean government grants. We are now closing our first seed round and moving fast toward our first paying factory customers.

This hire is #1 on our priority list. You will be the face of PiKAI in the field.

WHY THIS ROLE EXISTS

We have a live product. We have partners and MoUs. We have investor interest. What we need now is someone who can walk into a Korean factory, build trust with the plant manager, install our Edge Box, and make Pulse run perfectly on Day 1.

This role turns our technology into revenue.

WHAT YOU WILL DO

Site Installation & Commissioning

- Travel to factory sites across Korea (primarily Gyeonggi, Incheon, Chungcheong, Jeonbuk regions)

- Install PiKAI Edge Box hardware and connect to industrial sensors (vibration, temperature, pressure, current)
- Configure Pulse dashboard for the customer's machines and verify real-time data flow
- Set up KakaoTalk alert channels for factory managers and operators
- Perform system health checks and ensure 95%+ uptime during PoC period

Customer Success & Relationship

- Act as the primary point of contact for factory floor managers during and after deployment
- Train plant operators on how to read Pulse alerts and respond to risk scores
- Document any anomalies or custom requirements from each site and relay to the engineering team
- Build personal rapport with factory owners and maintenance managers — relationships are our competitive advantage

PoC Execution Support

- Support the CEO in PoC sales meetings — be present to explain the technical deployment process in Korean
- Track PoC milestones: sensor stability, alert accuracy, customer satisfaction scores
- Identify and flag the 'One Save Moment' — the first anomaly our system catches that prevents a breakdown
- Document the ROI case (downtime prevented, cost saved) for each PoC to support contract conversion

Ops & Logistics

- Manage the hardware inventory: Edge Boxes, sensor kits, cabling, and accessories
- Handle shipping, import documentation, and local procurement for hardware components
- Maintain a deployment log for all active and pipeline sites
- Coordinate with our Pangyo office and remote engineering team (India) for troubleshooting support

REQUIREMENTS

Must Have

- Korean native speaker — 100% required
- Based in or willing to relocate to Pangyo / Seongnam area
- Comfortable visiting industrial factory environments
- Able to do basic hardware installation (cables, sensors, computers)
- Strong interpersonal skills — factory managers trust people, not products
- Self-starter — able to operate with minimal supervision
- Valid Korean driver's license (or ability to obtain)

Nice to Have

- Background in manufacturing, mechatronics, electrical, or industrial engineering
- Experience working with IoT hardware, sensors, or SCADA systems
- Prior experience in field service, system integration, or smart factory deployment
- Familiarity with Linux / basic command line (SSH, ping)
- Existing network in Korean manufacturing (F&B, pharma, automotive suppliers)
- Basic English for communicating with remote engineering team
- Interest in AI / smart factory industry

WHAT WE OFFER

Compensation & Benefits

- ~~₩2.8M~~–~~₩3.5M~~/month base salary
- Performance bonus tied to PoC conversions to paying contracts
- 4대보험 (National Health, Pension, Employment, Accident Insurance)
- Travel and lodging expenses fully covered for factory visits
- Equipment provided: laptop, company phone, toolkit

Growth & Culture

- Employee #1 in Korea field operations — you will help define this function
- Direct access to the CEO — no bureaucracy, fast decisions
- Path to Field Ops Lead / Country Operations Manager as we scale
- Work at the intersection of AI, manufacturing, and Korea's AI Act transformation
- Early-stage equity options available for exceptional performers

WHO WE ARE LOOKING FOR

This is not a passive role. You are not support staff.

You are the person who walks into a Korean factory, shakes the plant manager's hand, earns their trust in the first meeting, installs our system cleanly, and calls the CEO the day the system catches its first anomaly.

We are a small team moving fast. The right person is hungry, hands-on, and takes ownership without being told twice.

HOW TO APPLY

Send your CV and a short message (2–3 sentences is fine) to:

Email: shivanshu@pikaicorp.com

Subject Line: Field Ops Application — [Your Name]

KakaoTalk / WhatsApp: +82-010-7448-0233

Website: pikaicorp.com

No formal cover letter required. Tell us: where have you worked, can you drive to factories across Korea, and why does this role interest you. We move fast — shortlisted candidates will hear back within 3 business days.

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