

# Opening Positions

- IOT Engineer
- Developer (Front-end/Back End)
- Cloud (Azure, AWS, GCP)
- Data Scientist
- Product Tester & Support
- Computer Vision
- Data Engineer
- Energy Expert
- Dev Ops
- Reinforcement Learning
- Marketing & Sale
- UX/UI

# IOT Engineer

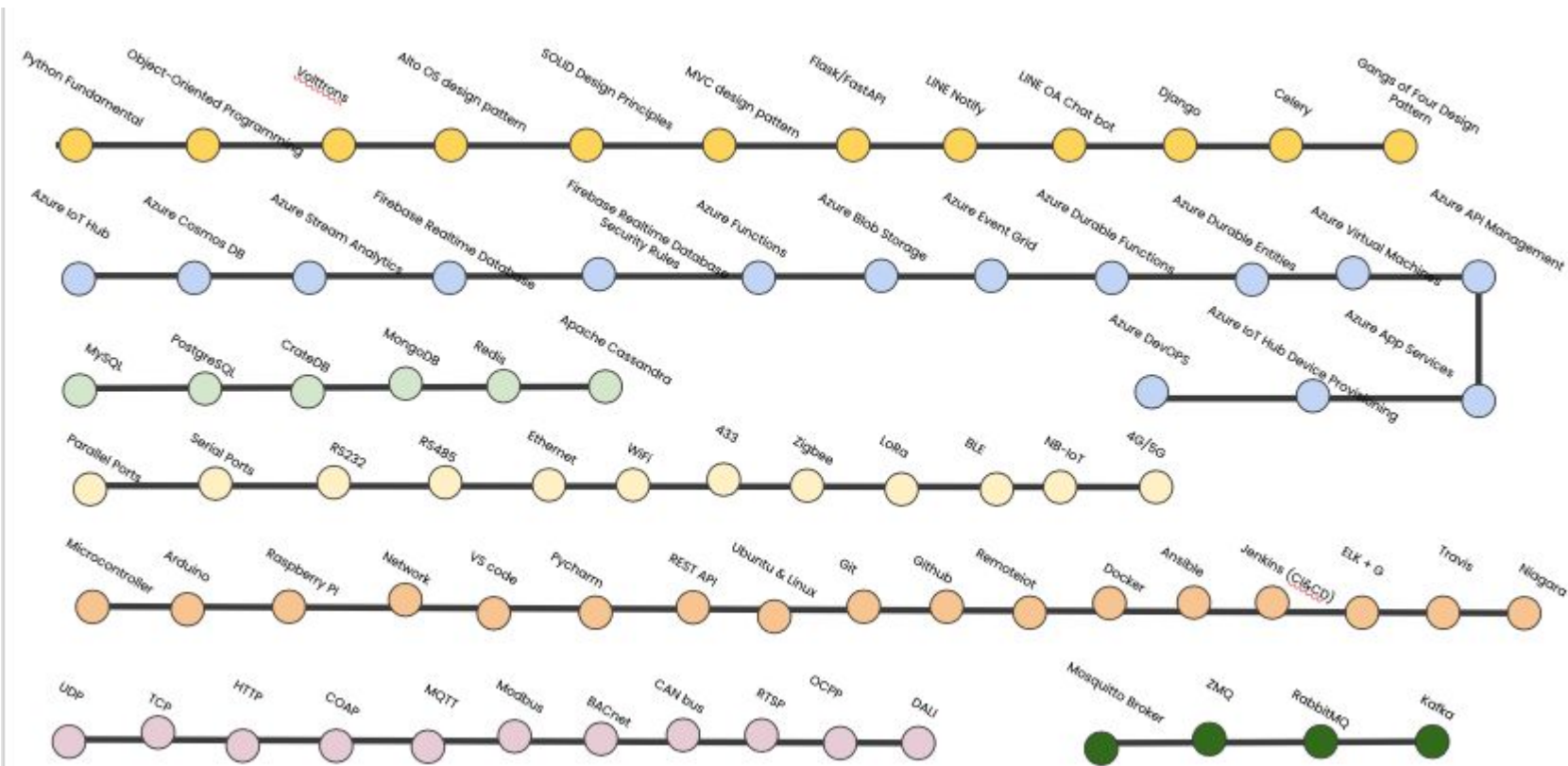
## Responsibilities and duties

- Experience in Python 3.x and C Programming language\*\*
- Experience with IoT protocols, e.g., HTTP/HTTPS, Modbus, BACnet, Zigbee, **Z-Wave**, BLE, OCPP, MQTT, ZeroMQ, RabbitMQ, Kafka etc.
- Code and develop device connectivity interface with IoT and smart devices such as solar inverter, battery, air conditioning systems, light switch, sensors, and other types of IoT devices etc.
- Experience in Git and version control workflows
- Be a great team player, experienced in working with agile teams. Ability to collaborate closely with developers.
- Continually keep yourself and your team updated with the latest changes in trend and technology.
- Qualifications and skills
- Have a good communication and interoperability skills in team
- Strong willingness to learn new technologies especially in the area of smart building, smart hotel, smart city and the internet of things
- Quick decisions and lots of autonomy
- Strong analytical and problem-solving skills
- Self starter, desire to thrive in a fast-paced startup environment

## Nice to have

- Experience in using Django framework
- Experience in software architecture design
- Experience in cloud services such as Azure, AWS

# IOT Engineer

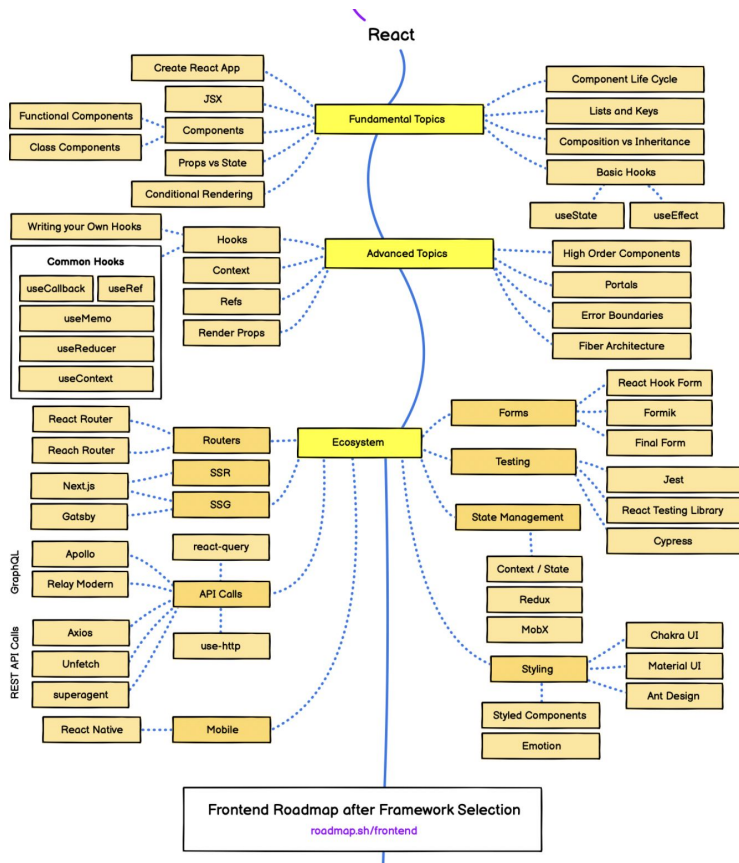


# Developer

## Responsibilities and duties

- Be a great team player, experienced in working with agile teams. Ability to collaborate closely with developers and UX designers.
- Create, improve and use wireframes, prototypes, style guides, user flows, and effectively communicate your interaction ideas using any of these methods.
- Present and defend your design decisions. All your design decisions should be based on the overall design roadmap as well as your own design thinking and fundamental principles (i.e. color theory, visual weight, etc.)
- Continually keep yourself and your design team updated with the latest changes in trend and technology.
- Qualifications and skills
- Hands-on experience creating wireframes, prototypes, storyboards, user flows
- Experience using framework such as Vue, React or Angular
- Experience working in an agile/scrum development process
- Experience with HTML, CSS (Bootstrap), Javascript \*\*
- May Experience in Python 3.x and Django web framework\*\*
- Experience with RESTFUL API, XML, JSON\*\*
- Experience with web hosting services, cloud computing, cloud services, e.g., Heroku, AWS, Azure, GCP etc.\*\*
- Experience with Git or Mercurial DVCSs, GitHub/Bitbucket or others\*\*
- Experience with RDBMS e.g. PostgreSQL, MySQL, SQLite\*\*

# Developer



# Product Owner Tester & Support

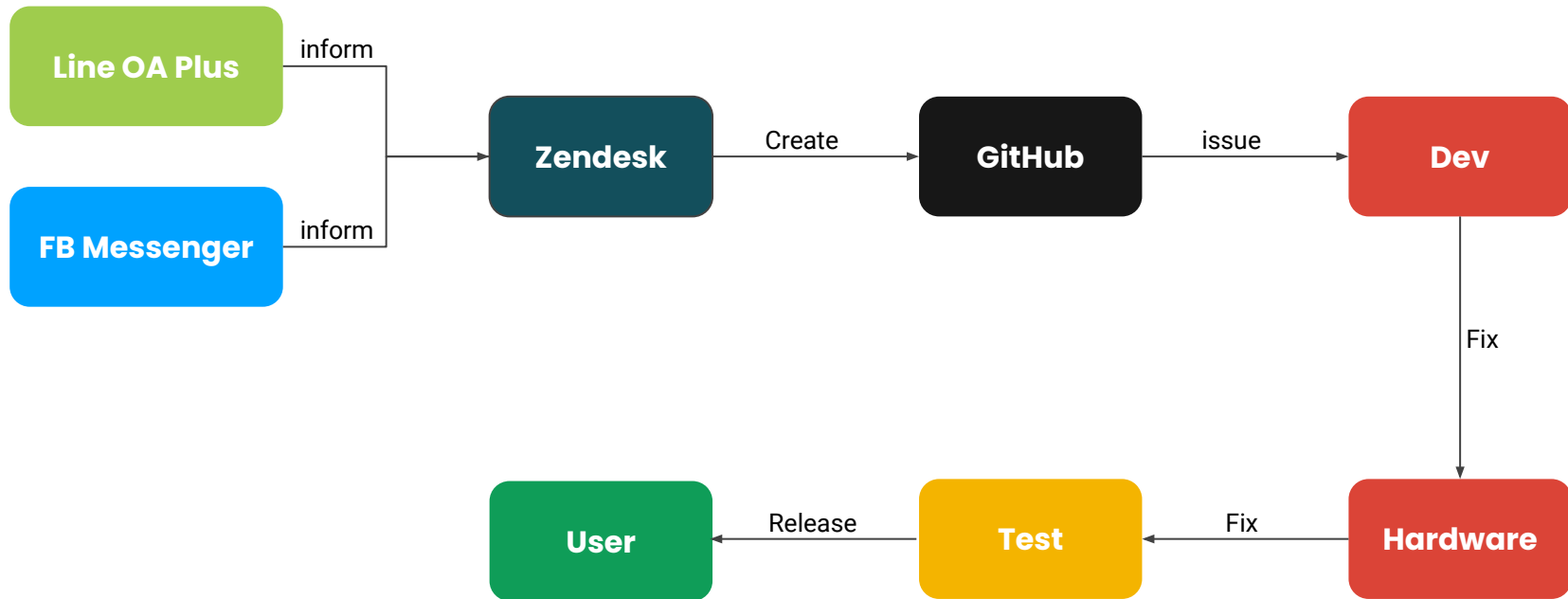
## Responsibilities

- Determine roadmaps for products in the creation phase
- Set sprint goals
- Develop user stories and define acceptance criteria
- Plan releases and upgrades
- Follow progress of work and address production issues during sprints
- Refine our agile methodology based on results and client feedback
- Supervise and advise the scrum team to meet software expectations
- Manage the product development team to create a strong end product
- Communicate effectively with team members to achieve project goals
- Work closely with the scrum team throughout the development process
- Schedule and lead meetings to identify issues and fixes for projects

## Qualifications

- Work experience as a Product Owner or similar role in product management
- Strong knowledge of Agile principles and process
- Hands-on experience managing all stages of the product life cycle
- Successful track record of developing products within deadlines
- Outstanding verbal and written communication skills
- Excellent attention to detail
- Sharp analytical and problem-solving skills
- Creative and innovative thinker

# Product Owner Tester & Support



# UX/UI

## Responsibilities and duties

- Be a great team player, experienced in working with agile teams. Ability to collaborate closely with developers and UX designers.
- Create, improve and use wireframes, prototypes, style guides, user flows, and effectively communicate your interaction ideas using any of these methods.
- Present and defend your design decisions. All your design decisions should be based on the overall design roadmap as well as your own design thinking and fundamental principles (i.e. color theory, visual weight, etc.)
- Continually keep yourself and your design team updated with the latest changes in trend and technology.
- Qualifications and skills
- Hands-on experience creating wireframes, prototypes, storyboards, user flows
- Experience using framework such as Vue, React or Angular
- Experience working in an agile/scrum development process
- Experience with HTML, CSS (Bootstrap), Javascript \*\*
- May Experience in Python 3.x and Django web framework\*\*
- Experience with RESTFUL API, XML, JSON\*\*
- Experience with web hosting services, cloud computing, cloud services, e.g., Heroku, AWS, Azure, GCP etc.\*\*
- Experience with Git or Mercurial DVCSs, GitHub/Bitbucket or others\*\*
- Experience with RDBMS e.g. PostgreSQL, MySQL, MariaDB\*\*



# Reinforcement Learning

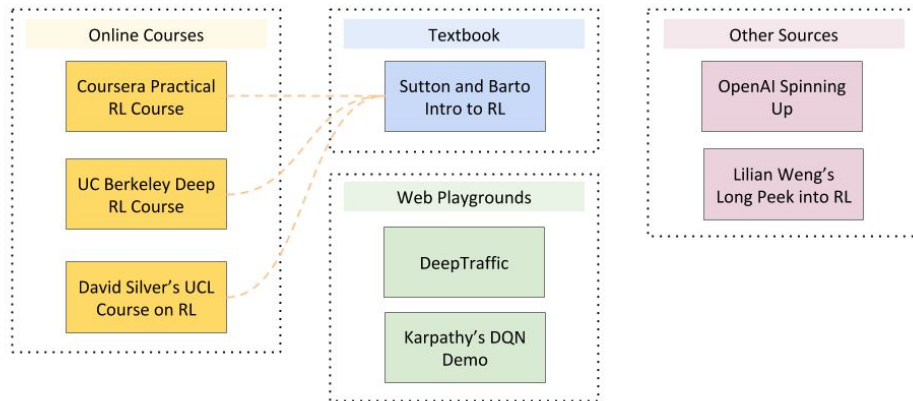
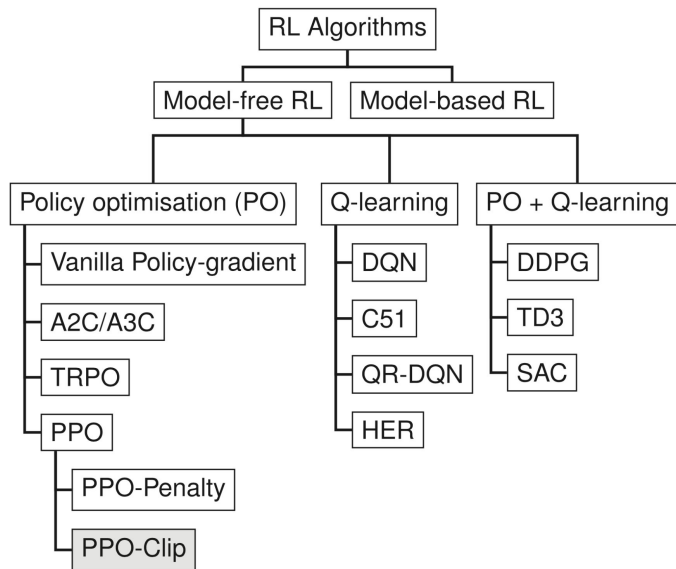
## Job description:

- Alto AI and Alto Energy Team develops and maintains energy optimization algorithms that help increase energy efficiency of properties such as hotels, buildings, villages, or microgrid
- Our energy management platform utilizes data from various sources e.g. properties management system, AMR meter, air conditioning systems, indoor/outdoor weather conditions, and IoT sensors etc. These types of data can come in different formats and time scale (i.e. historical data, real-time data, and forecasted data)
- As an Reinforcement Learning Engineer, you need to be able utilize data, come up with optimal control strategies, and dispatch commands in real-time to optimize energy consumption, generation, and/or stored at those properties.
- We are looking for talented professionals to help build and develop algorithms for our AIoT energy management platform. You will help us define new control strategies, extend our services to new applications and markets. You will also work closely with our energy experts, data scientists and AI engineers.

## Nice to have

- Experience with Air Conditioning Systems Chillers, VRV/VRF, and Split-types AC
- Experience with energy optimization algorithms and related mathematics
- Experience with renewable energy resources e.g. Solar Rooftop PV, battery energy storage

# Reinforcement Learning



# Data Science

## Job description:

- Work with stakeholders to take a vague problem statement, refine the scope of the analysis, and use the results to drive informed decisions
- Data exploration, quality assessment and cleaning
- Implementing predictive statistical, machine learning and optimization models
- Apply statistical and machine learning methods to time series datasets to draw insights and provide actionable recommendations.
- Work with Engineering teams to implement end-to-end process from model development to testing, validation, and deployment
- Deploying and running models in production
- Improving data science tooling and tech stack with best practices and state-of-the-art solutions
- Research and develop new quantitative models and frameworks to enhance the company's data science capability

## Nice to have

- Experience in Azure Machine Learning
- Experience in Azure Cloud
- Experience in Docker
- Experience applying machine learning and statistical methods to time series datasets
- Outstanding coding skills or software development background.
- Experience with git and version control workflows.
- Experience in deploying/ productizing ML/DL models in real time environments

# Marketing and Sale

## Job description:

- Negotiating all contracts with prospective clients.
- Helping determine pricing structure for quotes, promotions, and negotiations.
- Giving sales presentations to a range of prospective clients.
- Maintaining positive business relationships to ensure future sales
- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Maintaining client records.
- Obtaining deposits and balance of payment from clients.
- Preparing weekly and monthly reports.

# Marketing and Sale

Product knowledge  
Customer analyst

Marketing research

Competitors analysis

Branding

Data Analysis & Analytics

CRM

Strategic planning

Value Selling  
Early Engagement System

Deal closing skill

Project management

Pricing strategy

# Computer Vision

## Responsibilities:

- Develop deep learning algorithm and software to recognize certain actions
- Develop deep learning algorithms to solve computer vision based problems such as clothing segmentation, video indexing, license plate recognition, etc.
- Synthesize data to use in model improvement
- Optimize the software to deploy on Edge devices such as Nvidia Jetson Nano

## Qualifications and Skills:

- Bachelor's or Master/Ph.D. (Preferable) degree in Computer Engineering, Computer Science or related fields
- Strong proficiency and proven ability in coding with Python or C++
- Strong proficiency and proven ability in deep learning knowledge
- Strong proficiency and proven ability in deep learning frameworks such as Tensorflow, Pytorch
- Strong writing and verbal communication skills in English (must be able to collaborate with our international team)