

ID Quantique (IDQ) is the world leader in quantum technologies with applications in the field of sensing and security. IDQ is organized in two business units:

In its Quantum-Safe business unit, IDQ develops and commercializes cryptographic solutions, designed to protect data for the long-term future against threats such as quantum computing. The company provides quantum-safe network encryption, secure quantum key generation and quantum key distribution solutions, as related services to the financial industry, enterprises and government organizations globally.

In its Quantum Sensing business unit, the company develops and commercializes optical instrumentation products.

The company was created in Geneva, Switzerland in 2001, initially operating as a small university spin-off. Since then the company has grown strongly to cover new market verticals and geographies, selling its products worldwide. It now has 80 employees, with offices in UK, USA, Korea and China. The team in Korea is 12 people, with a significant Engineering center.

In early 2018, IDQ raised funding from SK Telecom, Korea's largest telecom operator, to further strengthen the company's leadership and international presence. The goal of SK Telecom is to make IDQ its main supplier for security related quantum safe products and solutions.

ID Quantique is looking for a **Sales Engineer**, based in Seoul, to support the business efforts for all Quantum Safe security product lines.

Quantum Safe Security Sales Engineer, Korea

Key Functions and responsibilities include:

- Understand business requirements of end customers in order to propose optimal technical solutions and offers
- Support the sales team in actively managing key end user accounts through pre-sales and post-sales phases
- Train business partners (resellers, systems integrators, telecom operators, and others) and end customers
- Actively help to maintain up-to-date product knowledge and competences with business and technical partners
- Communicate market feedback to product team to ensure continuous products improvements

- Work with end customers, product teams and partners to find new business applications and vertical markets for solutions
- Provide Level 1 & Level 2 post-sales technical support to key customers and partners on quantum-safe security product lines
- Work closely with the IDQ sales team in Korea and globally (notably the Geneva HQ) to ensure ongoing internal coordination to achieve these goals

Desired Profile

- Outstanding technical knowledge, with at least 5 years' experience in managing complex networks and/or encryption solutions and/or security-related applications for embedded systems
- Previous experience in managing customers in a pre-sales and/or post sales role
- Ability to learn fast, to take on innovative technical concepts and put them in practice
- Very good communication skills in technical topics, and ability to maintain good customer relationships
- Fluent English required. Other languages desirable.
- Ideally located near Bundang / Seoul area
- Travel required
- Ability to manage projects and balance priorities for multiple clients/partners with different deadlines

The position is open immediately.

Should you be interested by this opportunity, please send a full application to HR@idquantique.com
Reference to be mentioned in the subject of your e-mail : Korea Sales Engineer.

ID Quantique Ltd is an equal opportunity employer and considers qualified applicants for employment without regard to race, color, creed, religion, national origin, sex, sexual orientation, gender identity, age, disability, veteran status, or any other status protected by law.