

JOB VACANCY

QUANTUM SAFE SECURITY QRNG PARTNER MANAGER

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 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 60 employees, with offices in UK, USA, Korea and China.

In early 2018, IDQ raised funding (20 million CHF) 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 & Business Development Manager**, based in the US, to help bring the new miniaturized Quantum Random Number Generator (QRNG) chip to market in the growing IoT, automotive and security markets.

Key Functions and Responsibilities:

- Demand generation for IDQ's Quantum Random Number Generator (QRNG) Products – especially the next generation QRNG chip - with end users and partners
- Identify potential OEM partners in different market verticals and work with IDQ sales & product management teams to define plan for short & medium term revenue generation
- Negotiate contracts & sign up OEM partners to integrate QRNG into their products
- Manage OEM partners through entire sales lifecycle including responsibility for contract negotiation and sales support, as well as support (in coordination with other IDQ team members) for solution specification, fulfilment and post-sales support.
- Understand business requirements of partners and end customers in order to propose optimal technical solution
- Work with technical pre-sales team, and where relevant, with partner to prepare technical offers
- Develop and manage a strong sales pipeline among target industries for IDQ solutions
- Work with the IDQ team globally & notably the Geneva HQ to ensure ongoing internal coordination to achieve these goals

Desired Profile:

- Highly motivated sales/business development person, with proven experience in dealing with OEM (IoT) sales
- Strong technical understanding and/or previous experience of security and/or embedded systems is a requirement
- Ability to understand and communicate new technical concepts
- Ability to communicate with different stakeholders including senior management and technical/IT experts
- Ability to work in a fast-paced high growth start-up environment.
- Ability to work well in a team, be a quick learner, and be self-motivated to work independently.
- Fluent spoken and written English required.
- Education –Masters in Engineering or equivalent degree.
- Travel required

The position is open immediately. To apply please send a full dossier including a motivation letter to rh@idquantique.com