

JOB VACANCY

GLOBAL QUANTUM RNG SALES & BUSDEV EXECUTIVE

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 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 and Korea.

In early 2018, IDQ raised funding (\$65 million) 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 on its 5G networks. In the

ID Quantique is looking for a Sales & Business Development Executive, to drive sales and partnerships as the company enters a high growth phase. This is a global role, and the successful candidate will be based in Europe, Korea or the US. They will help bring the new miniaturized Quantum Random Number Generator (QRNG) chip to market in the growing IoT, automotive and security markets.

Global Quantum RNG Sales & BusDev Executive

Quantum Safe Security Division

Key Functions and Responsibilities:

- Identify partners in key market verticals and work with IDQ outside 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
- Determine long-term strategic partners required for company growth in the QRNG market
- Generate demand for IDQ's quantum products – especially the next generation Quantum random Number Generator chip - with partners in key market verticals and, in collaboration with other members of the sales team, with end users
- Develop and manage a strong revenue pipeline among target industries for IDQ solutions
- Understand business requirements of partners and end customers in order to propose optimal technical solution
- Work with local sales engineer, and where relevant, with partners to prepare technical offers
- Work with Swiss HQ for the definition of new products and solutions, and the associated GoToMarket strategy

Desired Profile:

- Highly motivated sales/business development person, with proven experience in dealing with security and/or OEM (IoT) sales
- Previous experience of security and/or embedded systems and/or SOC is a strong advantage
- Strong technical understanding 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
- Experience in working in an international environment highly desirable
- Fluent spoken and written English required
- Travel required

The post is open immediately.

Should you be interested by this challenging opportunity, please send a full application to :

hr@idquantique.com