

GLOBAL QUANTUM RNG SALES & BUS DEV EXECUTIVE

ID Quantique (IDQ) is the world leader in quantum-safe crypto solutions, designed to protect data for the long-term future. The company provides quantum-safe network encryption solutions and services to the financial industry, enterprises and government organizations. IDQ also commercializes a quantum random number generator (QRNG), which is the reference in the security, simulation and gaming industries. Additionally, IDQ is a leading provider of optical instrumentation products, most notably photon counters and related electronics. The company's innovative photonic solutions are used in both commercial and research applications.

To complete the team, IDQ is looking for Global QRNG 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.

Key Functions and responsibilities include:

- Identify partners in key 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.
- 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 OEM/embedded component sales and OEM partner management
- Strong technical understanding is a requirement
- Previous experience of embedded systems and/or SOC sales is a requirement
- Previous experience of security sales is an added advantage
- 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 indicating QRNG EOM in the Subject