

TECHNICAL SALES ENGINEER IN QUANTUM SENSING – SINGLE PHOTON DEVICES

BOSTON – USA

ID Quantique (IDQ) is a leading provider of optical instrumentation products, most notably single photon detectors and related electronics. The company's innovative photonic solutions are used in both commercial and research applications. Its products include single photon counters for the visible and infrared regions of the electro-magnetic spectrum, short-pulse laser sources, as well QKD platforms for R&D applications.

To support the American customers of our single photon counting instrumentation and help the international development of the Single Photon Systems Division, we are looking for an enthusiastic colleague for our Boston office.

The successful candidate will be expected to provide technical and sales support, which includes to:

- Identifying and establishing new business
- Organizing sales visits
- Liaising with existing clients
- Preparing tenders, proposals and quotations
- Providing pre-sales and post-sales support, including providing customers with accurate and high quality technical information
- Qualify and follow up on leads
- Negotiating contracts, terms and conditions
- Writing reports and sales literature
- Preparing and attending national and international trade exhibitions, conferences and meetings
- Ensuring that sales targets are met.
- Provide first-line technical support to our customers in North and South America
- Build instrument demonstration and testing setups
- Assist in developing social network channels and other communication media
- Manage instrument inventory and arrange instrument loans including shipping and receiving
- Curate information on available single photon instrumentation for technical market analysis

Qualifications:

- Technical sales experience
- Willingness to take initiative
- Undergraduate in physics or engineering
- Knowledge of quantum physics or optics
- Excellent English proficiency
- Full-time commitment
- Willingness to travel (about 3-5 days per month out-of-state, plus 1-2 days per week locally)
- Authorization to work in the United States

Valuable:

- Spanish proficiency
- Advanced degree
- Background in biomedical or bioanalytical instrumentation
- Facility with hardware and software integration of instrument setups
- Demonstrated business acumen

The position is open immediately.

You will play an exciting role in a dynamic and innovative company, which is a leader in the single photon instrumentation market.

If you are interested in this opportunity, please send your complete application (one file that includes cover letter, curriculum vitae, and the names of three references) to

hr@idquantique.com

Thanks to write on Subject section of your e-mail the following reference: **Sales Eng. QSensing**

ID Quantique 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.