



Head of sales, cybersecurity

In this newly created role, you will have a unique opportunity to contribute to the development of the fast-growing cybersecurity business in very dynamic environment. You will be in charge of developing IDQ's unique selling proposition at a global level and manage a team of seasoned sales professionals.

IDQ is one of the most fascinating companies in the world of Quantum communications and Quantum cybersecurity. IDQ has been founded on the assumption that the ability to trust networks and communicate securely is a fundamental human right. IDQ strives to develop the key components of a stronger cybersecurity ecosystem to ensure all over the world, workers, officials, security forces but also citizens and families exchange information safely.

As IDQ grows and expands its business across the globe, we seek talented and ambitious people to participate to this exciting journey.

Key functions and responsibilities as a Head of sales:

- Define and implement sales and marketing strategies around quantum-enhanced data communication security and quantum communications.
- Actively seek out major customers and form good relationships with key influencers and buyers.
- Develop sales pipeline to achieve business targets to ensure profitability and scalability.
- Demonstrate strong leadership to motivate and ensure a highly effective team of 6-8 sales managers worldwide.
- Lead presentations for business development and be involved in meetings with key business stakeholders, in particular C-level.
- Work in close collaboration with product management to optimize product positioning and provide inputs to the product development roadmap.
- Work in close collaboration with the marketing team to provide marketing content and develop lead generation strategy.



Desired skills & experience:

- Demonstrated track record of growing new businesses (double digit growth) in IT security and/or services (as a service business) in different market verticals.
- Experience in selling IT security equipment and/or services associated with network security, identity and access management, cloud operations and cybersecurity solutions.
- Strong background and knowledge of telecom network architecture and enterprise-wide IT infrastructure.
- Strong existing network and relationships within the telecom operator and/or cloud service providers community in various countries/continents.
- Experience in managing sales teams across different countries and regions; experienced in dealing with performance management, coaching, mentoring, conflict resolution.
- Experience working with and selling through sales channels using existing relationships with VARs, integrators and service providers while striving to develop new ones.
- Experience with selling to governments is a plus.
- You are an excellent communicator both internally and externally in English, other languages are an advantage.

We offer:

- A new role in a fast growing solid and ambitious organization, one of the most promising company in its area
- Be part of the quantum revolution which is changing the way we exchange data and communicate
- A competitive remuneration package with long-term perspective to evolve inside the company
- Strong ethics, people values, etc.

Should you be interested by this opportunity, please send a full application to our partner JRMCA & Associés: Mr. Stéphane Wiszniak, phone number: +41 21 323 15 22, or by email: sw@jrmc.ch with Head of sales cybersecurity mentioned in the subject.

Your application will be treated with the utmost confidentiality.

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