Sales & Marketing Manager (10+ years' experience)

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.

As our company enters a high growth phase, and to complete our team, we are looking for an Sales & Marketing Manager, responsible to drive sales in Quantum Safe and Security.

Key functions and Responsibilities

- ✓ BD work for Korea market / local partners in Korea to build QKD ecosystem & turnkey sales opportunities
- ✓ BD with local partners to introduce QRNG to be a component for their final product/service
- ✓ Provide sales and technical pre-sales support to customers and prospects
- ✓ Account management for SK Telecom and affiliates (SKB, ADT, etc) / Samsung Electronics / KEPCO / B2G customers
- ✓ Deliver presentations and product demonstrations, live or remotely, as required
- ✓ Maintain deep understanding of the technical capabilities/features of IDQ products
- ✓ Collect customer use cases around Q-safe technology and help marketing document/reproduce/spread
- ✓ Provide support in trade shows and exhibits where IDQ products are demonstrated
- ✓ Gain access to and manage relationships with customers especially executive level technical staff and decision makers.
- ✓ Establish self as a trusted advisor to prospects and customers working with your Account Manager (and the local partners) within APAC.
- ✓ Drive a Go-To-Market plan for security, telco networking business incubation, with clear growth established

Preferred Qualifications

- ✓ Fluent English speaking and writing
- ✓ Engineering Degree or equivalent with 5years of solid telecommunications industry experience
- ✓ Any level of knowledge of QKD/QRNG or quantum device
- ✓ Intimate technical knowledge of telco networks (Fixed & Mobile, IMS, Cloud networks) and protocols
- ✓ Ability to dialog with customers on the merits of next gen telco networking service, security solutions

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- ✓ High level knowledge of products within software products (Cloud Core Products) and emerging technologies in 5G, IoT, etc.
- ✓ Knowledge of general IT concepts (Operating Systems, Network Design, Information Security, IT Ops)
- ✓ Good communicator at all levels – from board level to technical and operational personnel.
- ✓ Exhibits good project planning and time management skills
- ✓ Ability to work as a team yet work independently on complex problems.

Education Requirements:

- ✓ Bachelor's degree in Computer Engineering/Computer Science/Electrical Engineering required.
- ✓ +10 working experiences.

The position is open immediately.

This role provides a unique opportunity to the selected candidate to work in a very captivating and fast-growing market (quantum). It also offers an attractive compensation package and other benefits, like independency, leadership, learning stipends, and flexible work hours

Should you be interested by this opportunity, please send a full application to:
HRKorea@idquantique.com
Reference to be mentioned in the subject of your e-mail : Korea SMM10.