

## **Technical Sales** (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.

ID Quantique is looking for a Sales Engineer, based in Seoul, to support the business efforts for all Quantum Safe security product lines.

### **Key functions and Responsibilities**

- ✓ Provide technical pre-sales and solution engineering support, documenting customer use cases and technical requirements, and then proposing a unified solution – meaning to create the initial system design.
- ✓ Demo IDQ products and speak intelligently to our very different value propositions across our verticals – this requires a deep technical understanding of the IDQ platform, presentation skills, and sales instincts.
- ✓ Lead pre-sales discovery and design sessions with customers, detailing high level design plans to the IDQ team through specifications, site diagrams, and wireframes – meaning to understand network design and telecommunication infrastructure, assess technical restrictions.
- ✓ Create or assist in response to RFPs.
- ✓ Appear onsite with partner salespeople to help close high-stakes deals.
- ✓ Create training materials for partner salespeople and sales engineers and competitive analysis.
- ✓ Train partner technical personnel on the use, setup and support of our products.
- ✓ Communicate market feedback to product team to ensure continuous products improvements
- ✓ Work with end customers, product teams and partners to find new business applications and vertical markets for solutions
- ✓ Provide Level 1 & Level 2 post-sales technical support to key customers and partners on quantum-safe security product lines
- ✓ Work closely with the IDQ sales team in Korea and globally (notably the Geneva HQ) to ensure ongoing internal coordination to achieve these goals
- ✓ Support international tradeshows; present latest evolutions and discuss products and product development with interested parties.
- ✓ Support and facilitate sales processes up to closing deals.

## Preferred Qualifications

- ✓ Demonstrated leadership and experience in telecommunication operator network
- ✓ Outstanding technical knowledge, with at least 10 years' experience in managing complex networks and/or encryption solutions and/or security-related applications for embedded systems
- ✓ Previous experience in managing customers in a pre-sales and/or post sales role
- ✓ Ability to learn fast, to take on innovative technical concepts and put them in practice
- ✓ Very good communication skills in technical topics, and ability to maintain good customer relationships
- ✓ Fluent English required. Other languages desirable.
- ✓ Ideally located near Bundang / Seoul area
- ✓ Travel required
- ✓ Ability to manage projects and balance priorities for multiple clients/partners with different deadlines

## 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 TES10.**

ID Quantique Ltd 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.