



Sales Channel Partner and Account Manager Quantum Sensing

ID Quantique (IDQ) is the world leader in quantum technologies with applications in the field of sensing and security.

IDQ is organized in two business units. In its Quantum-Safe business unit, IDQ develops and commercializes cryptographic solutions, designed to protect data today and for the long-term. The company provides quantum-safe network encryption, secure quantum key generation and quantum key distribution solutions, as related services to the financial industry, enterprises and government organizations globally.

In its Quantum Sensing business unit, the company develops and commercializes single-photon and photon counting instrumentation products.

The company was created in Geneva in 2001, initially operating as a small university spin-off. Since then, the company has grown strongly to cover new market verticals and geographies, selling its products worldwide. It now has 120 employees, with offices in Switzerland, USA and Korea.

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

The **Sales Channel Manager** position is an operational role on international areas:

Asia-Pacific, Africa, Middle East, India (APAC)

Key Sales activities in existing markets for our single photon instrumentation products:

- Manage and develop sales channel partner activities, including objective setting, sales channel performance monitoring.
- Identify and propose new potential sales channels in key growth areas.
- Responsible for the territory order intake and revenue; provide order intake forecast on a monthly basis as well as input to the annual budget.
- Approach customers and respond to their inquiries.
- Prepare advanced instrumentation and system quotations, response to tender and be responsible for following up and closing sales.



- Build and maintain sales pipeline in the territory.
- Grow customer database in the territory; communicate leads and opportunity outside the territory to relevant IDQ sales manager.
- Document all sales activities in company CRM (SalesForce); maintain SalesForce database up-to-date.
- Provide potential customers with accurate and in-depth technical information.
- Provide technical support to customers and channel partners in the Territory.
- Participate in marketing & communication activities by providing content, communication channel information and suggested targeted marketing campaign and supporting product positioning.
- Participate in key trade shows, including tradeshow selection, preparation and follow up activities.
- Organize product demonstrations and tests with potential partners and customers, and with renowned scientific groups.
- Organize roadshows and workshops to promote IDQ products.
- Peruse the scientific and trade literature that is relevant to assessment of the use of our instrumentation and that of our competitors, and for deriving new leads.
- Provide regular report on activities, including the development of existing and new opportunities, competitive and market intelligence.
- Provide feedback on customer feedback and experience with the products.
- Housekeeping: administrative tasks, including travel expenses, visit report, lead documentation, customer contact database, as well as all reporting requested by IDQ management team, etc.

Required Skills:

- Excellent organisational and time management skills.
- Ability to meet defined deadlines and set own milestones to manage workload.
- Willing to travel frequently
- Excellent written & verbal skills in English, other languages would be an asset.
- Technical knowledge in Physics, Electrical or Mechanical would be required.
- Good team spirit & communication skills in general.



Desired Skills:

- A self-starter, with a desire to succeed.
- Use initiative to ensure effective workload management, deadlines and coordination of activities.
- Willing to work flexibly to ensure that workload is managed effectively, and deadlines are achieved.
- Awareness of self and impact on others.
- Able to work across large and virtual teams.
- A drive to win.
- Always acting professionally and ethically, protecting confidentiality of the organisation and customers.

We offer:

- Flexible working models to ensure a balance of family and working life.
- Optimal support on your career path through regular training opportunities.
- A dynamic and personal atmosphere, working with a global energised team.
- A company culture that encourages performance and cooperation.
- Strong ethics, people values, retention Plan.

At IDQ, Diversity & Inclusion is at the heart of our organisation, it's an integral part of our history, culture and identity. We recognise that embracing diversity unlocks innovation and creativity and fosters collaboration. As a result, our teams are stronger to drive the company's future.

Position is open immediately.

Should you be interested by this opportunity, please send a full application to hr@idquantique.com with **Sales Channel Manager** mentioned in the subject.

ID Quantum 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.