



Sales Tendering Engineer

ID Quantique (IDQ) is a 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 cybersecurity 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 well as the related services to the financial industry, enterprises and government organizations globally.

In its Quantum Sensing business unit, the company develops and commercializes single-photon detection 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 Geneva Switzerland, USA, and South Korea. As IDQ grows and expands its business across the globe, we seek talented and ambitious people to participate to this exciting journey.

The role of our **Sales Tendering engineer** is a key part of the sales and business development function. The role works across various business teams to bring together compelling, customer focused proposals and tender submissions to win business.

The role of the Sales Tendering Engineer is to support the acquisition of the new business through the proposal process – from initial identification of an opportunity by our sales team to the final tender proposal documentation submission. The role involves providing support to and collaborating with all affiliated functions to ensure the quality and timeliness of proposal submissions. Sales Tendering Engineer designs the appropriate customer solution, builds cost sheets, solicits input, structures and writes proposal content for both corporate and Public Funding projects, coordinates relevant activities, and manages the domain knowledge base. This role is ultimately responsible for an efficient and effective response to all tenders.



Key Functions and Responsibilities as a Sales Tendering Engineer:

- Create compelling and impactful proposals that properly message firm values, product capabilities, and competitive advantages.
- Leverage your solid understanding the enterprise sales life cycle and how it all fits together.
- Develop, organize, and implement a detailed proposal process from opportunity qualification/Request for Information (RFI) stage, solution development, cost analysis and bid resource allocation, to proposal writing, proofing, and submission.
- Understand our *Sales Management Process*, when to use appropriate supporting templates and procedures, suggest and implement improvements, ensure all necessary steps are taken including reviews and approvals.
- Understand how to dissect a bid and identify the customer's key requirements.
- Be able to underline strengths from a competitive angle.
- Understand the relevant customer key issues and devise a winning strategy for individual proposals/bids.
- Have awareness of commercial and pricing positioning and frameworks – to best describe value versus cost.
- Understand the importance of contract management and the key areas for risk and mitigation of contracts.
- Be able to communicate effectively, identify the key stakeholders and program manage the bid end-to-end.
- Liaise with Sales/R&D/Legal/Finance teams and other team members as necessary.

Required Skills:

- Excellent organisational and time management skills.
- Ability to meet defined deadlines and set own milestones to manage workload.
- Detail oriented.
- Ability to work independently and as part of a group within established guidelines.
- Strong project management skills with the ability to work under pressure and in a deadline driven environment.
- Excellent written & verbal skills in English.
- Other major languages would be an asset.
- Good ability to collaborate with our Translation Partner firm.
- Technical knowledge in IT, Telecommunication and Electrical Engineering would be required.
- Good team spirit & communication skills in general.



Desired Skills:

- Ability to work autonomously, with a desire to succeed.
- Use initiative and work with flexibility to ensure that workload is managed effectively, and deadlines are met.
- Be able to work across large and virtual teams.
- Have a strong drive to win.
- Have an intrinsic desire to go the extra mile to deliver winning bids.
- 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 (stock option), etc.

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 apply through [LinkedIn portal](#).

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.