

SENIOR MANAGER BUSINESS DEVELOPMENT

ID Quantique S.A. (IDQ) is a dynamic high-tech company specializing in state-of-the-art network encryption and encryption key management solutions. IDQ is also the world leader in quantum cryptography, an innovative technology offering long-term data protection. The company is based in Switzerland.

ID Quantique is looking for a senior Business Development Manager to drive market adoption of Quantum Cryptography (QKD) in Satellites and High Altitude Platforms (“QKD freespace”), as well as in ground-based networks.

Key Functions and responsibilities:

- Determine strategic partners required for growth in this market segment (QKD).
- Find and bring on partners capable of meeting such requirements, including defence companies, security integrators and OEM partners for joint technical development.
- Generate awareness and demand among end-users for QKD solutions including direct meeting, participation in seminars, conferences, exhibitions, etc.
- Identification and evaluation of strategic business opportunities.
- Develop a business plan for GoToMarket for QKD freespace.
- Work with the IDQ team for the definition of new products and solutions in this sector.
- Ongoing internal coordination with different IDQ departments (such as engineering & finance) to achieve these goals.

Experience & Background

- Extensive business development experience in the sector of telecom equipment or security.
- Proven track record in attracting new customers and partners and managing complex business developments / sales.
- Proven ability to negotiate with the Financial sector, Government and Defence sectors.
- Strong technical background or proven experience in selling technical solutions to IDQ target customers. Experience in the defence or aviation sectors is an additional asset.
- Experience in building business plans in co-operation with finance team.
- Bilingual in French & English. Other languages desirable.
- Position ideally based in Geneva. Home office from other European countries considered in exceptional cases.
- Travel required.

Benefits

- Exposure to international high-profile markets such as banking and governments.
- Exposure to highly innovative technology.
- Work in an agile and motivated team.

To apply, please send a full application to rh@idquantique.com