

Sales Engineer

Do you want to work with customers around the world selling cutting-edge quantum technology? Do you have a solid technical background combined with a commercial mindset? Do you want to be part of a diverse and dynamic scale-up company? Then please step this way...

In short

Single Quantum (singlequantum.com) designs and builds the world's fastest and most sensitive light detection systems. Because of this, we claim to be limited only by the laws of physics!

As a scale-up we are growing steadily as we service our growing customer-base worldwide. Therefore, we need somebody who will confidently work together with our customers to find the best solution for their scientific needs. Ideally, you will work fulltime and be based at our HQ in Delft.

What you will be doing

As our Sales Engineer, we want you to be involved in every step of the process -- from the first contact with the customer, to the delivery of the system(s) and the after sales process. We need you to truly understand our technology and products as well as the customer's scientific field and specific applications.

Working together with our customers is crucial; we aim to find our best solution for their scientific projects and experiments. As Sales Engineer, you are ready to discuss in depth the customer's needs and applications. It's almost like co-creating a solution.

Of course, you won't be on your own. You will be backed by your sales team. You will also work closely with our R&D team and our production team to tailor the best solution for the customer.

As is part of any sales process, you will be responsible for drawing up various documents like quotations, tenders, and contracts.

We would also like you to continuously monitor the market, first by looking for new potential customers/projects, and second by identifying (scientific) trends and issues for which we can provide a solution. This will also be a part of the feedback loop you have with the R&D and production teams.

On a regular basis, you will attend scientific fairs and conferences, visit customers, and carry out other marketing activities in order to establish our network and to promote Single Quantum.

Lastly, you will contribute to our dynamic and friendly work environment!

Your profile

Basically we're looking for a commercial techie with...

- A Bachelor's or Master's degree in the field of Physics or Engineering.
- Experience with technical sales.
- Good knowledge of and/or working experience with optics, optical imaging (microscopy and spectroscopy) or quantum technology.
- Experience in working with or in scientific labs is a plus.
- Excellent communication skills.
- Good project management skills.
- Willing to travel.
- Native level English and/or German speaker.



What we offer

- Competitive salary and benefits.
- Travel allowance and a retirement plan.
- 28 leave days.
- An extraordinarily good work environment with fun colleagues, fruit and meditation.
- Working together in an international high-tech environment with colleagues from the Netherlands, USA, France, Mexico, Italy, China and the list goes on.
- Room for new initiatives and ideas. We are always open to those, whether you've been with us for a week, a month, or a year.
- We really value and make work of personal development and growth and invite you to do the same.

We are Single Quantum

At Single Quantum we confront every challenge with innovation, dedication, and passion. Founded in 2012, our team emerged as true pioneers of single photon detection technology. We were among the first to manufacture and commercialize superconducting nanowire single photon detectors. Since then, our multi-channel Single Quantum Eos photon detection system has been chosen by more than 100 academic and industrial labs all over the world to perform complex optical measurements.

We want to share this groundbreaking technology with the world. As a sincere company with a straightforward vision, Single Quantum will continue to develop and improve the world's fastest and most sensitive light detection systems. Join us in turning photons into data!

Equal Opportunity Employer

At Single Quantum, we celebrate diversity and are committed to creating an inclusive environment for all employees. We are proud to be an equal opportunity workplace.

How to apply

Send your CV and motivation letter to: career@singlequantum.com.

If you have any questions feel free to contact our HR Consultant, Nico Rumlawan, at nico@singlequantum.com or at +31 (0)6 3349 2327.

