

Sales & Marketing Engineer

Do you want to be in close contact with customers around the world, and market and sell cutting-edge quantum technology? Do you have a solid technical background, combined with excellent communication skills and a commercial mindset? Do you want to be part of a diverse and dynamic scale-up company?

By all means, please read on!

In short

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

We are a steadily-growing scale up with an ever-expanding worldwide customer base. As such, we need somebody who will confidently work together with our customers to find the best solution for their scientific needs and share our new developments with the market. Ideally, you will work fulltime and be based at our HQ in Delft, with up to 25% travel.

What you will be doing

As our Sales & Marketing Engineer, you will create marketing content, attend scientific fairs and conferences, visit customers, give presentations, and carry out online marketing activities in order to establish our network and to promote Single Quantum.

As for the sales process, we want you to be involved in every step -- from the first contact with the customer, to the delivery of the system(s), and the aftersales communication. Through this you will truly understand our technology and products as well as the customer's scientific field and specific applications. As is part of any sales process, you will be responsible for drawing up various documents like quotations, tenders, and contracts.

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

Of course, you won't be on your own. You will be backed by the Single Quantum Sales team. You will also work closely with our Research, Development, and Production teams to tailor the best solution for the customer.

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 aforementioned teams.

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

Your profile

We're looking for a commercial techie who has...

- A Bachelor's or Master's degree in the field of applied physics, optics, photonics or another relevant subject;
- Experience with technical sales and/or (product) marketing, preferably in the research domain;
- Good knowledge of and/or working experience with optics and quantum technology;
- Experience in working with or in scientific labs is a plus;
- Experience with tenders is a plus;
- Excellent communication skills and a proactive and assertive attitude;
- Able and willing to travel;
- Good time management skills;
- An excellent command of English and/or German.

Bonus points if you enjoy travelling and connecting with researchers all over the world!



What we offer

- Competitive salary and benefits;
- Travel allowance;
- A retirement plan;
- Up to 38 vacation days;
- An international, high-tech environment with colleagues from the Netherlands, USA, France, Italy, China and the list goes on!
- Room for new initiatives and ideas. We're always willing to listen, whether you've been with us for a week, a month, or a year;
- An employer who truly values personal development and growth who invites you to do the same;
- Social security offered by the Collective Labor Agreement Metal & Technology (*CAO Metaal en Techniek*)

We are Single Quantum

At Single Quantum, we confront every challenge with innovation, dedication, and passion. Founded in 2012, our team has 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. 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 before applying or would like to have a general conversation about Single Quantum, you can contact our Recruiter, Harald van Klaveren on +31 (0) 6 1464 7117 or send an e-mail to harald@singlequantum.com.

