

Sales & Marketing Manager

Do you want to be in close contact with customers around the world, and market and sell cutting-edge quantum technology? Do you want to build and lead a small team to drive the growth of a high-tech company?

By all means, please read on!

In short

Single Quantum 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 Manager, your tasks and responsibilities are divided between working as a team member on Sales and Marketing activities, and coordination and organization of the sales team.

You oversee the daily workload, set priorities where necessary, recruit, coach and mentor the team members. You act as the interface towards the other disciplines within Single Quantum and align the activities accordingly. The sales team is small, but we have ambitious plans and you have the opportunity to build and grow your team along the way.

Our Sales & Marketing team is responsible for creation of marketing content, attending 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.

Working closely together with our customers is crucial; we aim to find the best solution for their scientific projects and experiments. You will work closely with our Research, Development, and Production teams to tailor the best solution for an expanding customer base.

Lastly, you will contribute to Single Quantum's culture of diversity, inclusion and flat hierarchy !

Your profile

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

- A Master's degree in the field of applied physics, optics, photonics or another relevant subject;
- Good knowledge of and/or working experience with optics and quantum technology;
- Experience with technical sales and/or (product) marketing in a B2B environment;
- Experience with the organization and/or coordination of team activities;
- People management experience is a plus;
- 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.

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



Our 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 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 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.

