



Qnami is a start-up created in 2017 and located in Switzerland. We develop innovative microscopes using quantum technologies for applications in materials science research and development, offering to scientists and R&D engineers unprecedented precision combined with simplified data analysis and interpretation.

We are hiring a

Technical Sales Manager

to drive our product launch and profitable growth of sales in the scientific/academic market in Europe. In this position, your responsibilities will include

- liaising with existing early adopters to ensure continuous support and understanding of requirements
- representing Qnami and actively promoting our products at trade exhibitions, conferences, meetings, and customer visits
- developing and implementing new strategies and tactics to identify and capture new business opportunities
- organizing sales visits
- providing pre-sales technical assistance and product education, as well as after-sales support service and first layer technical back-up
- developing long-term relationships with key stakeholders, through managing and interpreting their expectations.
- supporting tender processes, preparing proposals and quotations
- negotiating contracts, terms and conditions
- collaborating with the technical team and executives
- establishing a CRM tool, and engaging with Qnami leadership to forecast both sales revenue and marketing expenses
- writing reports and sales literature

You are a determined, results-oriented person with excellent communication and interpersonal skills. You are able to integrate information from a multidisciplinary team and transform it into a value proposition for your customer. You value agility and want to help build a successful company. Your qualifications include

- a MSc or PhD in physics, engineering, or nano-science,
- 3+ years of strong performance selling instruments and consumables in academia and R&D settings,
- experience in scanning probe microscopy (AFM, STM, MFM ...)
- excellent understanding of state of the art applications in spintronics, nano-magnetism, magnetic memories, magnetic materials, etc.
- excellent verbal and written communication skills: English is a must. Good



- command of a second language (German, French...) is a strong plus.
- diplomacy, flexibility and adaptability
 - demonstrated ability to focus on strategic and key opportunities, balancing short- and long-term goals effectively
 - entrepreneurial spirit and desire to help build a quickly growing company

Qnami offers a stimulating, multicultural and friendly work environment. We are located in Basel, Switzerland, at the crossroads between Switzerland, Germany and France. Your position will include frequent traveling within Switzerland and abroad (30%+). You will be given responsibilities and a have direct impact on the growth of the company. Your salary will be based on experience and results.

We look forward to receiving your application (resume and motivation letter) at jobs@qnami.ch. Starting date: January 2020. Location: Basel, Switzerland; remote location may be possible.