



*Job offer 019*

## Product Director, Low Temperature Solution (m/w/d) (100% Employment)

[Qnami](#) develops fundamental new technology using quantum mechanics. The control and measurement of the state of a single electron enables us to measure what could never be measured before. We call this quantum sensing and are enthusiastically developing this technique to improve people's lives and the world.

Qnami is a magnet for talent looking to join the quantum revolution at the pulse. Young, multicultural, open and skilled, we have a deep passion for our work. We are both business and scientific minded. Each of us offers their top unique skills plus an intense work ethic and enthusiastic spirit – because we believe in what we do. We value diversity and have created a flexible open team culture of mutual respect that supports employees' development and enables all of us to live healthy, well-balanced lives.

We develop and commercialize applications of [NV Quantum Sensors](#) (Nitrogen Vacancy), leveraging proprietary technology and unique know-how. Our first commercial product, the Qnami [ProteusQ](#) is a complete quantum microscope system. It is the first scanning NV microscope (nitrogen-vacancy) for analysis of magnetic materials at atomic scale, and features state-of-the-art electronics and software. The flexible design allows for future adjustments and scaling, expansion, and functionality additions.

This technology can be extended to support magnetic materials science at cryogenic temperatures, and to enable the design and production of qubits for quantum computing. To build our new business in Scanning NV Magnetometry for low temperature (cryogenic) applications, we are seeking a

### Product Director, Low Temperature Solution

As the Product Director, you will define the future low temperature solution, shape and guide the work of a multi-disciplinary team to realize it, and then drive commercial success.

In this position, your responsibilities will include

- Working closely with customers, technology and business partners to understand needs and opportunities
- Shaping the team's Agile development approach to identify solutions, prototype, test and rapidly refine to arrive at a commercial product
- Collaborating with others in Qnami to fully leverage the technical capabilities, IP and know-how across the whole company
- Understanding the commercial potential, building the business plan, and selling the first units



- Managing a grant-funded R&D project with academic and industry partners in German; contributing to grant reports in written German
- Administrative oversight and signature authority for the Qnami subsidiary in Germany

Qnami offers you a great working environment and a chance to learn and grow:

- Play a leading role in a deep-tech quantum startup
- Be a core part of a motivated and energetic startup team who value both scientific free climbing and human connection
- Take accountability for setting up and managing a new site for the company

You are an experienced Product Director with great communication and relationship skills that complement your strategic, business development and technical foundation. You have the mindset of a startup CEO, and like to work with a diverse, multi-cultural team. Your qualifications include

- 5+ years of Product management (ideally launch of a scientific measurement instrument)
- Track record of sales to early adopter customers
- Technical credibility in low temperature materials science, measurement technologies or quantum computing qubit development giving you the foundation to engage customers and partners
- Demonstrated relationships in the field of low temperature measurement, instrumentation or quantum computing qubit development
- Master's or Ph.D. degree in physics/electrical engineering
- Experience with Agile development on multi-disciplinary teams
- Entrepreneurial spirit, passion for learning and a desire to work for a quickly growing company
- Experience in quantum science is an advantage
- Fluent in German and English, other languages are a plus
- Ability to travel up to 25% (once COVID allows!)

You will have responsibilities and a direct contribution to the growth of the company and the emergence of a quantum industry 1.0. Your salary will be based on your experience. The role is based in Stuttgart, Germany. International travel is anticipated for this role.

Qnami was founded in 2017 in Basel, at the cross-roads of Switzerland, Germany and France, and builds on the work of Professor Patrick Maletinsky from the University of Basel. We explore implementation and application of quantum nitrogen-vacancy (NV) color center in diamond for high-performance sensing devices.

Please send your application (CV and motivation letter) to [jobs@qnami.ch](mailto:jobs@qnami.ch).