

Semiconductor Business Development Manager in a deep-tech quantum start-up (m/w/d)

(50%-100% Employment)

[Qnami](#) develops innovative metrology solutions using quantum technologies to accelerate the development of the next generation semiconductor devices. Our first commercial product, the Qnami [ProteusQ](#) is a complete quantum microscopy solution providing scientists and R&D engineers with detailed feedback on their designs and processes.

Join us to expand our commercial activities and product offering as:

Semiconductor Business Development Manager,

In the Semiconductor Business Development Manager role, you will be responsible for identifying new business opportunities in the Semiconductor market. Working closely with the CEO, you will guide the work of a multi-disciplinary team to drive the commercial success of Qnami and contribute to shaping the company's strategy.

In this position, your responsibilities will include:

- Conducting research to identify new markets and customer needs within the semiconductor industry
- Promoting the company's products
- Building long-term relationships with new and existing customers to address and predicting client's objectives
- Preparing and delivering presentations, proposals and pitches to potential clients and partners
- Negotiating terms, contracts and agreements with clients and partners.
- Collecting and incorporating customer feedback into product and service improvements to better meet customer needs
- Influencing the team's Agile development to ensure appropriate product evolution
- Collaborating with others in Qnami to fully leverage the technical capabilities, IP and know-how across the whole company

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 which values both scientific free climbing and human connections
- Take accountability for scaling commercial activities in the semiconductor segment at Qnami



You have Business Development or Sales experience with good communication and relationship skills that complement your technical foundation. You have experience in Semiconductor manufacturing process metrology, product failure analysis, design debug and/or products quality. You bring:

- 8+ years experience within the semiconductor industry. Firsthand experience with the emerging MRAM technology is a plus.
- 4+ years experience as a business development manager, sales manager or in an equivalent role
- Track record of sales to early adopter customers
- Technical credibility in semiconductor technology, materials science, measurement technologies, metrology giving you the foundation to engage customers and partners
- Master's or Ph.D. degree in physics/electrical engineering
- Entrepreneurial spirit, passion for learning and a desire to work for a quickly growing company
- Fluent in English, other languages are a plus

You will have responsibilities and a direct contribution to the growth of the company. The role is based in Muttenz, Switzerland, which is within easy reach of Basel, a vibrant city steeped in a history of art, humanism and science. You will have the opportunity to benefit from an environment that values part-time work arrangements, hybrid work as well as face to face interaction with our international clients. Qnami is a magnet for talent looking to join the quantum revolution at the pulse. Multicultural, open-minded and highly skilled, we come from all over the world and have a deep passion for our work. Both business and scientific minded, each of us contributes with our unique skills and enthusiastic spirit – because we believe in what we do. We value diversity and have created a flexible open team culture that supports employees' development and enables us to live a healthy, well-balanced life.

The position is available now. Starting date for the role will be based on candidate availability.

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