

## Sales Engineer (m/w/d)

(100% employment)

Fresh graduates are welcome and encouraged to apply

[Qnami](#) develops fundamental new technology using quantum mechanics. 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 the atomic scale and features state-of-the-art electronics and software. 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.

To support our Sales and Marketing team and enable our growth and expansion, we are seeking a

### Sales Engineer

Do you approach people openly, have a natural curiosity about the unknown, and listen actively? Are you excited about learning more about our technology and getting it out into the world? Then we are looking for you as a Sales Engineer.

In this position, you will work with the sales and marketing team to generate and qualify leads and identify potential customers. You will be part of a team that introduces potential customers to our products with an emphasis on proposing the best solutions for their research needs.

You will experience and learn first-hand about the research goals that drive our customers in the scientific/academic market and will report customer feedback to sales, marketing, and product management.

In this position, your initial responsibilities will include:

- Follow-up and qualification of leads generated by Marketing activities.
- Initiate contact with new leads, presenting both the technology and the Qnami product portfolio.
- Prepare and execute warm-lead-calling campaigns.

You will be fully trained and supported by the team so that as you grow in the role you will be able to add more responsibilities.

- Develop and maintain long-term business relationships with current and prospective customers.
- Represent Qnami at conferences, trade shows, roadshows, and customer demonstrations.
- Prepare and submit proposals for invitation to tender, with the support of the sales team.
- Advance and close business opportunities autonomously.
- Take full ownership of the sales process, from initial inquiry through consultation to closure.

#### Qnami AG

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Based on these responsibilities we are looking for an enthusiastic, dynamic, and self-motivated team player with strong communication skills, who is customer-focused and able to nurture and grow -relationships.

What you also bring is:

- BS/MS degree in fields related to physics, chemistry, engineering, or natural science.
- Fluent in English, other languages are a plus
- An ability to build rapport quickly and work in an international, diverse team environment.
- Excellent presentation skills
- A desire to learn more about markets, trends, and competitors.
- A team spirit and willingness to experiment with self-management tools
- An enthusiasm for Qnami's technology.
- High motivation structured and goal-oriented.
- Knowledge or experience in sales of technically demanding instrumentation for scientific research would be appreciated but is not essential.
- Ability to travel

Qnami is a magnet for talents 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 plus a strong work ethic and enthusiastic spirit – because we believe in what we do. We value diversity and have created a self-managed, flexible team culture that supports employees' development and enables us to live a healthy, well-balanced life.

You will have responsibilities and a direct contribution to the growth of Qnami and the emergence of a quantum industry 1.0. Your salary will be based on your experience. The role is based in Muttensz, Switzerland, which is within easy reach of Basel, a vibrant city steeped in a history of art, humanism and science.

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 who still works in an advisory role to Qnami's 3 Co-Founders.

Please send your application (CV, motivation letter and examples of previous projects in English) to [jobs@qnami.ch](mailto:jobs@qnami.ch).

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