



Quantum Photonic Business developer

Job Description:

Sparrow Quantum (SQ) is developing single-photon sources based on advanced InAs quantum dots and we are now looking to strengthen our business development activities, which includes business intelligence gathering, marketing, sales and funding.

You will be part of a team of world-class scientists and engineers at Sparrow and at the Niels Bohr Institute. Your focus will be on communicating with project partners and potential customers to develop our product offerings, and to promote the products through social media, webinars and conferences. You will also be assisting the CEO in fundraising through soft funding applications and equity investments.

Formal position title:

Quantum photonic business developer

Job Overview:

- Checking the optical research literature to identify customers
- Create and maintain a personal network of prospective customers around the World
- Contacting customers through email and phone in order to understand their needs
- Market studies and market searches to obtain market knowledge
- Development of material for website and LinkedIn profile
- Developing and hosting Webinars
- Participation at conferences and making conference presentations
- Writing funding applications
- Helping with slide decks for investor presentations
- Responsible for marketing and customers

Personal qualifications:

- Excellent communicator
- Outspoken, friendly, polite and persistent
- A "hunting" personality able to trace and track an opportunity to contract signature.

Education level:

- Student, Master or PhD in optics with flair for business or business background with potential to learn optics

We offer

- A job in a fast-growing start-up with great potential within a highly technical area
- A unique and international work environment with enthusiastic colleagues
- The ability to grow in your role and gain more responsibilities as the company grows
- Challenging tasks and a large level of influence on how the tasks are solved
- Flexible working conditions and market salary

Contact

- For further information contact Kurt Stokbro, kurt.stokbro@sparrowquantum.com, +45 51320610

Application deadline

- We review applications continuously, thus send your CV and a 1 page motivation letter to jobs@sparrowquantum.com at your earliest convenience, however, latest august 30, 2022
- Start date is your earliest convenience in 2022

