

# Product Manager Instrumentation (Photon Counting) at ID Quantique

Wed, 2013-07-17 10:43 - [Deserr](#) [1] **At:** ID Quantique (Geneva, Switzerland)

**Deadline:** 31 August, 2013

## Location

ID Quantique Caource 1227 Switzerland  
Phone: +41 22 301 83 71  
See map: [map.search.ch](#) [2], [Google Maps](#) [3]

ID Quantique, based in Geneva Switzerland, is an innovative and fast-growing company active in the field of optical instrumentation for scientific and industrial applications. It commercializes a broad range of low light detectors (photon counters) and pulsed laser sources internationally. It markets its products directly online and through distributors in the main international markets. In order to expand its sales team, ID Quantique is looking for a:

## Product Manager Instrumentation

Your responsibilities will include:

- Overall responsibility for delivering profitable products to the market, including:
  - Market analysis & competitor intelligence
  - Strategic product direction
  - Definition of new markets & products
  - Product requirements definition, product roadmap & launch execution
  - Product lifecycle management, including process definition and execution
  - Ongoing competitiveness analysis of products in the market, including profitability and margin
- Responsibility for aspects of product marketing including:
  - Positioning of product lines through marketing and channel-related activities, including preparation and presence at trade shows .
  - Marketing collateral & adaptation for different customers or vertical markets
  - Drive sales and partner channel programs
- Ongoing internal coordination with different IDQ departments (such as sales, R&D & production) to achieve these goals
- Support of and cooperation with sales team in client and partner acquisition and follow up

Desired Skills & Experience:

- Master's degree or Ph.D. in experimental physics or other fields like semiconductor and/or opto-electronics and/or biophysics
- 3-5 years experience in product management, ideally in the sector of Instrumentation
- Excellent English skills required. Other languages highly desirable, especially French and/or German
- Sales experience
- Position based in Geneva. Travel around the world required (around 2 weeks per year)

The post is open immediately. Candidates should be available as soon as possible.

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Please send a full dossier to [rh \[at\] idquantique \[dot\] com](mailto:rh@idquantique.com)

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[www.idquantique.com](http://www.idquantique.com) [4]

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