

Vacancy: Business Developer

About QSA Technology

QSA Technology is a University of Twente spin-out, born out of over a decade of photonics research at the MESA+ Institute, building photonic fingerprint chips that give quantum and optical communication networks a physics-based, unclonable identity. Quantum key distribution can make a key exchange itself unbreakable — but authenticating who is actually on the other end of the line has remained an open problem, one that current approaches still solve with the same cryptographic assumptions that quantum computers threaten. Our chips close that gap.

Having recently secured new funding, we are moving from lab-validated prototypes toward fielded systems, with our sights set on telecom, satellite, and critical-infrastructure security applications. We are growing our core technical team and running multiple funded international R&D projects alongside academic partners including the University of Twente and TU Eindhoven, with our first field pilot on real operator infrastructure on the horizon.

Our culture: open, entrepreneurial, and independent. As a spin-out, you will have plenty of freedom to develop your own ideas and make a direct impact.

Your Role

As a Business Developer at QSA, you will be the missing link between a warm lead and a signed contract. Working closely with our CEO, you will take the relationships and pilot engagements she builds and turn them into structured proposals, negotiated terms, and closed deals — freeing her to focus on sourcing new partnerships and fundraising.

Responsibilities

- Owning the conversion of pilot engagements and warm leads into structured proposals and signed contracts
- Managing the commercial process around pilot customer engagements and early OEM licensing conversations: proposals, negotiation, and contract logistics
- Keeping the commercial pipeline moving between initial contact and closed deal
- Supporting dissemination and exploitation activities tied to our subsidy-funded projects where they touch the commercial process
- Documenting commercial process and pipeline status to support company and project reporting

Who We Are Looking For

- Proven experience in B2B business development or sales, with a track record specifically in deal-closing and negotiation
- Comfortable holding a credible technical conversation with support from the technical team, without needing a deep technical background yourself
- Independent, self-directed mindset — able to keep deals moving without constant oversight
- Enthusiastic about working in a spin-out environment with freedom and responsibility

Nice to have:

- Experience in telecom, photonics, quantum technology, or critical-infrastructure security

- Experience managing commercial processes tied to grant-funded or consortium projects

What We Offer

- The opportunity to build our commercial process from the ground up
- Work in an innovative spin-out with direct impact
- High degree of independence and room for initiative
- Collaboration with institutes and industrial partners
- An inspiring work environment where pioneering is at the core

Interested?

Send your CV and a short motivation to [add contact email/link] — we would love to hear from you.