

Job Offer

Key Account Sales Manager US

Date: June 18, 2026

Job role	Key Account Sales Manager US
Department	Sales
Working place	Remote/Home office. Dallas preferred; other US Central Time locations such as Houston, Chicago, Austin, or Denver may be considered.
Starting Date	ASAP

Missions

As part of our growth strategy in North America, the role will focus on expanding SEALSQ's semiconductor business by managing a targeted portfolio of strategic key accounts and partners. The position will support go-to-market activities, build strong customer relationships, and identify high-value design-in and design-win opportunities. This role requires a strong business development mindset, technical credibility, and the ability to drive long-term growth in the semiconductor ecosystem.

Main responsibilities

- Identify, sign, and lead key account partners across North America in the areas of secure semiconductor solutions, including semiconductor products, ASIC and co-development, chiplet and IP, and security solutions
- Establish go-to-market strategy (application targets, account targets, and penetration plans) together with the VP Sales US, and meet and exceed design-win and revenue objectives for key accounts
- Generate, manage, and close a consistent pipeline of new opportunities
- Generate forecasts via corporate tools, track leads and opportunities via HubSpot, and report activity and meetings regularly
- Maintain full-time engagement with key account partners, customers, and their management teams, as well as SEALSQ management organizations, in order to build and grow the business
- Leverage FAEs, product lines, and management to achieve the fastest rate of design-win success and delivery against key strategic plans
- Identify opportunities for executive-level interactions between customers/partners and SEALSQ leadership; facilitate and develop these relationships
- Manage, train, and drive revenue success with key account partners

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Requirements

Educational background	Bachelor's degree in Electrical Engineering, Computer Science, or Physical Sciences required. An MBA is a plus.
Experience	<p>Proven track record of selling solution-based semiconductor products and/or security solutions to OEMs</p> <p>Demonstrated record of meeting and exceeding sales quotas</p> <p>Experience selling security solutions for Internet of Things (IoT) applications across industrial and other market segments</p> <p>Background in security architectures, trusted systems, and symmetric/asymmetric key cryptography (including PKI services)</p>
Skills	<p>Self-motivated, results-driven individual with strong communication skills; ability to operate independently with remote management</p> <p>Ability to convey complex value propositions to audiences with varying levels of technical understanding</p> <p>Demonstrated success negotiating complex contracts and pricing, and working with legal teams at large corporations</p> <p>Experience engaging and influencing customers at the executive management level</p> <p>Hands-on leadership style with a willingness to spend the majority of time in the field working directly with customers and channel representatives</p> <p>Excellent written and oral communication skills</p> <p>Proficiency with CRM platforms (HubSpot), and related sales tools</p>

Why Join Us?

- Join a small, passionate, and expert team working on high-impact software solutions.
- Work on technically challenging projects in post-quantum cryptography, secure semiconductors, PKI, and advanced systems.
- Be part of a fast-growing, NASDAQ-listed technology company with strong international visibility.

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- Have a direct impact on mission-critical and highly secure products.
- Grow your career in an international, collaborative environment, inspired by high-performance partnerships such as BWT Alpine Formula 1.

Application

Please send your application and cover letter to: SEALSQ-recrutement@sealsq.com