

Job Offer

PKI Support Services & Standards Leader

Date: April 14, 2026

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| Job role | PKI Services & Standards Leader |
| Department | Sales & Business Development |
| Working place | Meyreuil - France |
| Starting Date | ASAP |

Missions

As PKI Support Services & Standards Leader, you will take ownership of SEALSQ's PKI service support and customer success across both the IoT and IT verticals in the EMEA region, with a global leadership scope. This is a high-impact role combining technical expertise and customer success capabilities.

You will act as the primary authority on PKI solutions within SEALSQ — driving technical pre- and post-sales engagements, shaping product roadmaps with the Product Management team, promoting SEALSQ PKI services across new industry standards bodies, and positioning SEALSQ as the trusted digital identity partner of choice for manufacturers, enterprises, and technology ecosystems.

Main responsibilities

- Lead the PKI service support across SEALSQ's IoT and IT market segments, defining go-to-market positioning and technical messaging,
- Serve as the internal center of excellence for PKI, providing expert guidance to sales, product, and engineering teams,
- Identify emerging PKI-related standards, regulations, and certification requirements, then position SEALSQ services accordingly,
- Build and maintain relationships with standards bodies, consortia, and certification authorities to ensure SEALSQ's relevance and influence in shaping new PKI frameworks.

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Requirements

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| Educational background | Master's degree in Engineering, Computer Science, Cybersecurity, or equivalent technical field. |
| Experience | 7+ years in PKI, IoT security, or cybersecurity roles, with proven experience as a technical leader, senior FAE, or solutions architect. Prior involvement in standards work or product positioning is a strong plus. |
| Technical Skills | <p>PKI & Cryptography:</p> <ul style="list-style-type: none"> • Certificate lifecycle management: issuance, renewal, revocation (CRL/OCSP) • HSM integration and key management • EJBCA or equivalent CA platform • Cryptographic algorithms: RSA, ECC, ECDSA, and awareness of Post-Quantum Cryptography (PQC) <p>IoT & IT Security:</p> <ul style="list-style-type: none"> • Secure microcontrollers and hardware security modules (HSMs, TPM, Secure Elements) • TLS/mTLS protocol and secure communication architecture • EST, ACME, SCEP protocols for certificate enrollment <p>Standards & Compliance:</p> <ul style="list-style-type: none"> • Experience engaging with standards bodies or certification programs is a strong plus • Awareness of emerging regulations (such as Cyber Resilience Act) impacting IoT/IT security |
| Others | <p>Demonstrated ability to lead technical topics and act as a domain authority in a commercial environment.</p> <p>Strong communication skills: able to present PKI and security concepts clearly to both technical and non-technical audiences, from engineers to C-level executives.</p> <p>Experience in customer-facing roles.</p> <p>Comfortable representing SEALSQ externally at conferences, standards committees, and customer meetings.</p> <p>Fluent in French and English; additional European languages are a plus.</p> |

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Why Join Us?

- Join a fast-growing, NASDAQ-listed technology company with strong international exposure.
- Be a defining voice in shaping how PKI services are adopted across the IoT and IT industries.
- Work at the intersection of cutting-edge hardware security (secure elements, HSMs) and cloud-based PKI services.
- Influence the direction of emerging global security standards and certification programs.
- Be part of a collaborative and innovation-driven culture.
- Enjoy flexible working conditions with two days of remote work per week, in a pleasant environment near Aix-en-Provence.

Application

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