Why Join Us?

SEALSQ Corp (NASDAQ: LAES) (www.sealsq.com) is a global innovator in post-quantum cryptography, secure semiconductors, PKI, chip provisioning, and custom ASIC design. Building on more than 26 years of cybersecurity expertise, we are expanding our portfolio with solutions such as the QS7001 post-quantum secure microcontroller. Our technologies address the convergence of quantum computing, AI, and advanced semiconductor development.

In 2025, SEALSQ surpassed a $1 billion market valuation, supported by organic growth, strategic acquisitions, and increasing demand for quantum-resistant solutions across IoT, automotive, healthcare, defense, and industrial markets. As an international organization, we offer professionals across engineering, research and development, supply chain, operations, marketing, sales, finance, and support the opportunity to contribute to high-impact projects in a rapidly evolving technology sector. Our collaborative culture supports professional development, innovation, and meaningful contributions as the company continues to expand.

Position: Senior Sales Manager North America

Location: United States (Remote)

Employment Type: Full-Time

Salary Range: $180,000–$200,000 base salary, plus bonus

Role Overview

As part of our North American growth strategy, you will expand SEALSQ's presence in the semiconductor and cybersecurity markets.

You will develop strategic relationships with customers and partners, drive design-in and design-win opportunities, and deliver sustainable revenue growth across the region.

This position requires a strong business development mindset, technical credibility, and the ability to influence decision-makers across the semiconductor ecosystem. You will work closely with cross-functional teams in an international environment to translate market opportunities into customer engagement and revenue growth.

Key Responsibilities

- Identify, recruit, train, and manage channel partners, distributors, and sales representatives across North America, while developing strategic customer relationships

- Drive the adoption of SEALSQ's portfolio of secure semiconductor solutions, including Secure Elements, post-quantum security solutions, ASIC development, chip provisioning services, and digital identity technologies
- Establish and execute go-to-market strategies, account plans, and market penetration initiatives in collaboration with the VP Global Sales
- Generate, manage, and close a consistent pipeline of new business opportunities and design-win projects
- Build and maintain strong relationships with OEMs, strategic partners, and key decision-makers
- Generate accurate sales forecasts, manage opportunities through HubSpot, and report business activities on a regular basis
- Collaborate closely with Engineering, Product Management, Field Application Engineers (FAEs), Customer Service, and Executive Leadership to maximize customer success and revenue growth
- Facilitate executive-level engagement between customers, partners, and SEALSQ leadership when appropriate
- Meet or exceed sales, growth, and business development objectives

Required Skills and Experience

- Bachelor's degree in Electrical Engineering, Computer Science, Physical Sciences, or a related technical field; an MBA is preferred.
- Proven track record of selling semiconductor, cybersecurity, or embedded systems solutions to OEMs and industrial customers.
- Demonstrated success meeting and exceeding sales targets and revenue objectives
- Experience developing and managing distributors, channel partners, and manufacturers' representatives
- Experience selling solutions for IoT, industrial, automotive, or connected-device applications.
- Strong understanding of security architectures, trusted systems, and symmetric and asymmetric key systems
- Exceptional communication, negotiation, and relationship-building skills
- Ability to communicate complex technical value propositions to both technical and business audiences
- Proven experience negotiating complex commercial agreements and working with executive stakeholders within large organizations
- Self-motivated professional able to work independently with remote management and spend the majority of time in the field with customers, distributors, and sales representatives
- Proficiency with CRM platforms, preferably HubSpot, and related sales tools