

Dr. Martin Felle

Technology Professional

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Technology Professional with research & development, project management, product management, sales & marketing and security advisory experience, with a technical and quantum optics background and PhD in Electrical Engineering.

Seeking remote and hybrid opportunities.

Employment History

August 2023 to October 2024	May 2021 to Feb 2023	Apr 2017 to Mar 2021
Hamamatsu Photonics Solothurn (Switzerland)	ID Quantique SA Geneva (Switzerland)	Deloitte AG Zurich (Switzerland)
Sales Engineer, Optical Applications	Product Manager, Quantum Sensing	Senior Consultant, Cyber Risk Services
<ul style="list-style-type: none">➤ Consulted on complex optical applications, providing technical expertise.➤ Managed over 250 multi-year optical application projects.➤ Managed \$2M in annual sales by meeting client optical needs.	<ul style="list-style-type: none">➤ Led product strategy for a portfolio generating \$10M annually with 40% YoY growth.➤ Coordinated three new product launches in photonic sensing.➤ Consulted on pre-sales, contributing \$1M annually with technical input.➤ Enhanced sales and support efficiency, saving \$330K per year.	<ul style="list-style-type: none">➤ Designed and facilitated security exercises for executive teams.➤ Supported sales teams, generating \$2.7M over two years.➤ Developed governance frameworks for multinational organizations.➤ Contributed to talent management and inclusivity initiatives, fostering a collaborative work environment.

Education

University of Cambridge , Department of Engineering Toshiba Research Europe Ltd , Quantum Information Group <i>Doctor of Philosophy (PhD)</i> in Electrical Engineering	Sep 2013 to Dec 2016
<ul style="list-style-type: none">➤ ‘Telecom Wavelength Quantum Devices’: results published in papers in <i>Nature Communications</i>, <i>Physical Review Applied</i>, <i>Applied Physics Letters</i> and <i>Scientific Reports</i>.	
University of Cambridge & University College London , Department of Engineering <i>Master of Research (MRes)</i> in Photonic Systems Development	Sep 2012 to Aug 2013
University of Oxford , Department of Physics <i>Master of Physics (MPhys)</i> in Physics, Upper second-class honours	Oct 2008 to June 2012

Technical Skills

- ✓ **Optical Design & Simulation:** Proficient in Zemax, CodeV and MATLAB for designing and simulating optical systems, including stray light analysis.
- ✓ **Quantum Photonic Systems:** Experimental expertise in developing quantum optical systems and devices for communication and sensing.
- ✓ **Programming & Data Analysis:** Skilled in LabVIEW, python and MATLAB for automation and data analysis.
- ✓ **System Integration:** Experience integrating optical components with electronics and software for real-world applications, including prototyping and testing.
- ✓ **Communication:** Full list of scientific publications found on [Google Scholar](#).
- ✓ **Project Management:** Certified PRINCE2 Practitioner and Professional Scrum Master I, leading cross-functional teams in R&D and product development.

Languages

- ✓ English (native)
- ✓ German (conversational)
- ✓ French (beginner)

Miscellaneous

- Cycled 340km across Switzerland in three days.
- Official bouldering enthusiast.
- Rowed at Oxford and Cambridge, and Vice-Captain of Darwin College BC.

References

References are available upon request.