Dr. Martin Felle
Technology Professional

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Technology Professional with R&D, project management, product management, sales & marketing and business advisory experience, with a technical and quantum optics background and PhD in Electrical Engineering.
Seeking remote and hybrid opportunities in machine learning and LLM projects.

Employment History

August 2023 to October 2024
Hamamatsu Photonics
Solothurn (Switzerland)

Sales Engineer, Optical Applications

- 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.

May 2021 to Feb 2023
ID Quantique SA
Geneva (Switzerland)

Product Manager, Quantum Sensing

- 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.

Apr 2017 to Mar 2021
Deloitte AG
Zurich (Switzerland)

Senior Consultant, Cyber Risk Services

- 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 — Sep 2013 to Dec 2016
Toshiba Research Europe Ltd, Quantum Information Group
Doctor of Philosophy (PhD) in Electrical Engineering

- 'Telecom Wavelength Quantum Devices': results published in papers in *Nature Communications*, *Physical Review Applied*, *Applied Physics Letters* and *Scientific Reports*.

University of Cambridge & **University College London**, Department of Engineering — Sep 2012 to Aug 2013
Master of Research (MRes) in Photonic Systems Development

University of Oxford, Department of Physics — Oct 2008 to June 2012
Master of Physics (MPhys) in Physics, Upper second-class honours

Technical Skills

- **Programming & Data Analysis**: Extensive experience in python for experimental automation, modelling, numerical analysis, data processing and visualization.
- **Machine Learning**: Experienced in computer vision projects (inc. OpenCV), deep learning (inc. PyTorch, TensorFlow), and LLM prompt engineering.
- **Quantum Photonic Systems**: Experimental expertise in developing quantum optical systems and devices for communication and sensing.
- **Optical Design & Simulation**: Proficient in Zemax, CodeV and MATLAB for designing and simulating optical systems, including stray light analysis.
- **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 340 km 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.