

Senior Sales Manager / Head of Sales (South)

Reporting To:	CEO.
Term:	Permanent, Full Time.
Package:	Competitive Salary + Performance Related Pay.
Location:	London (Wandsworth) with some travel across the UK (accommodation and expenses paid).

The role:

Q-Bot is a high tech, high growth, international start-up, developing robotics and intelligent systems that are revolutionising the built environment whilst creating a positive social impact (you'll find more detail on the next page).

We are looking for a Senior Sales Executive to join the team to be the catalyst for growth in the South of England. Over the last five years we've worked with clients all over the UK. We have strong coverage in the North of England & Scotland and we are now looking to crack the London and SE market.

You will have three main focuses:

1. Building and extending relationships with our core client base of Registered Social Landlords (RSLs).
2. Generating revenue by converting these relationships into pilots and ongoing sales.
3. Managing, inspiring and developing the marketing & sales executives.

The career opportunities are extensive and including potential to move into a leadership role, as well as gaining greater responsibility for converting high value deals and developing new market sectors.

Key Responsibilities:

- Proactively manage and grow existing relationships with RSLs in the South of England.
- Build new relationships with RSLs through calling, emailing and meeting potential clients to generate new leads and establish a sustainable pipeline of sales opportunities.
- Sell Q-Bot's products and services to new and existing clients.
- Line management responsibility for sales and marketing executives based in London.
- Work with the existing sales & marketing team to ensure Q-Bot has complete coverage across the UK.
- Be an engine for growth and help shape the company's commercial strategy.
- Work with the marketing team to evaluate new ways to promote and sell Q-Bots products.
- Track progress in the company's CRM and provide weekly updates against the agreed KPIs.
- Produce monthly sales forecasts to enable the company to plan resources accordingly.
- Provide competitive analysis to help Q-Bot maintain its leadership position and develop new services.

Requirements:

- At least 5 years' experience in a sales role where you have built relationships from scratch with new and existing customers and converted those relationships into significant sales.
- Experience in managing both sales and marketing executives.
- Experience with CRMs, ideally Salesforce.
- Experience working independently, managing your own time and responsibilities while building strong communications with office-based staff.
- Have worked in a commercial environment with a complex sales process involving multiple stakeholders.

Qualifications and Skills:

- Education: University degree 2:1 or better.
- Excellent verbal and written communication skills.

About Q-Bot:

Q-Bot is revolutionising the construction industry with robotics, digital tools and AI to transform archaic processes and enable new services for the inspection maintenance and upgrade of buildings. Q-Bot’s mission is to be able to measure and improve the health of buildings without the cost and disruption of traditional methods.

The company has commercialised a highly innovative method of applying under floor insulation using a [robotic device](#) and has a number of new services in development. As a result of this work Q-Bot has developed a number of exciting robotic and AI technologies. These include robotic vehicles, digital manufacturing and 3D printing, control routines for autonomous localisation and navigation, 3D mapping of environments with automatic categorisation of features, as well as tools to manage the installation process and data collected.

The company has a growing team of 30 employees in offices in London and Newcastle. Q-Bot has state of the art equipment, including an in-house pick and place machine and 3-axis CNC milling machine. Q-Bot is run by an experienced management team with an entrepreneurial track record, project management expertise and unique blend of robotics and building know how. The company’s employees are a unique blend of engineers with Masters and PhDs in Science or Engineering and professionals with decades of practical experience in the construction sector.

Q-Bot is an equal opportunities employer and welcome applications from all suitably qualified persons regardless of their race, sex, disability, religion, belief, sexual orientation, or age.

Please apply to: future@q-bot.co with a covering letter and CV.

