

Technical Sales Executive

Reporting To: Head of Sales / CEO.

Term: ASAP, permanent, full time.

Package: £25k to £32k and incentive scheme.

Location: London (Wandsworth)

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

We are looking for a Technical Sales Executive to join the sales team to be the engine behind new leads into the business. You will be the energy at the top of our sales cycle driving leads through various channels and setting up meetings and calls with potential clients. You'll gain great experience working closely with an experienced Head of Sales and have constant interaction with the CEO, CFO, marketing team and operations team.

The career opportunities are numerous and include movement into management once sufficient experience has been gained as well as gaining greater responsibility for converting high value deals.

Key Responsibilities:

- Build the sales pipeline for Q-Bot by focusing on obtaining leads for the sales function through calling, emailing and meeting potential clients.
- Gain a clear understanding of Q-Bot's products and market sectors.
- Build relationships with senior stakeholders internally and externally
- Achieve daily call rates, self-generate leads as well as proactively dealing with incoming leads.
- Responsible for management of Salesforce, Q-Bots CRM system.
- Support the CEO and Head of Sales in the building of pitches & presentations.

Requirements:

- Previous sales experience with a proven track record of results and sales from outbound calling.
- Happy working independently, managing your own time and responsibilities.
- Some experience with CRMs, call logging and providing call gap analysis.
- Results orientated with the ability to work to targets
- Proactively wants to improve sales processes and structures.

Qualifications and Experience:

- Education: University degree 2:1 or similar.
- Excellent verbal and written communication skills.
- Experience selling in a technical environment advantageous

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 which 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.

