

## Business Development Manager (B2B)

**Reporting To:** Head of Sales

**Term:** Permanent, Full Time.

**Package:** Market Salary + Performance Related Pay.

**Location:** London (Wandsworth) with some travel across the UK (accommodation and expenses paid). Scope for some remote / hybrid working.

**The role:**

Q-Bot is a technology-driven, high growth start-up, developing robotics and intelligent systems to inspect, maintain and improve the energy efficiency of buildings, all whilst creating a positive social impact (you'll find more detail on the next page). Over the last couple of years, we have grown considerably, doubling revenues each year, expanding internationally, and we are now poised to rapidly expand.

We are excited to be looking for an energetic and committed Business Development Manager to join our dedicated team and help accelerate growth. We are looking for someone who is eager to learn, grow and develop with us as we drive the business forwards, gaining new customers in the public sector market (Housing Associations and Local Authorities and associated Sales Channels). With a small team of high performers, delivering excellent results, we're looking for someone keen yet collaborative who will inspire trust and build on the strengths of our team.

You should have experience of prospecting for new customers, ideally Registered Social Landlords (RSLs) and associated sales channels. You're focused on customer loyalty and establishing rewarding long-term relationships, with the ability to qualifying leads and convert them into opportunities. You're able to demonstrate a fantastic phone/zoom manner and be equally comfortable doing business face to face and digitally. You'll have a keen appetite to learn and can quickly help us source and build relationships with new customers.

You will join a great team with impressive career prospects and have the unique opportunity to excel in a fast-growing technology company, striving to make a difference and paving the way for a sustainable construction industry.

**Key Responsibilities:**

- Prospecting new business through market research and outgoing calls with Registered Social Landlords (RSLs) and associated sales channels.
- Qualifying leads and converting them into opportunities to generate meetings for the sales team.
- Progressing sales opportunities to close; individually, or with the support of the Head of Sales.
- Successfully onboarding of clients and hand over to Delivery & Project Management Team.
- Generating revenue through effective project delivery.
- Creating follow on work through effective account management.
- Achieve Sales targets on a quarterly and annualised basis.
- Build the sales pipeline by focusing on obtaining/nurturing clients through calling, emailing and meetings.
- Build relationships with senior stakeholders internally and externally.
- Responsible for management of Salesforce and Q-Bot's in-house Install Management System.
- Support the CCOO and Head of Sales building pitches & presentations as well as tenders.
- Work with the marketing team on outbound activity such as email campaigns and newsletters.
- Attend trade shows and promote Q-Bot to obtain sales leads and build relationships

**Requirements:**

- Experience prospecting and qualifying new business, through market research and outgoing calls.
- Experience building and maintaining excellent relationships with customers.
- Evidence of supporting/selling into the public sector (ideally Housing Associations, Local Authorities or similar).
- Experience with CRM systems and ideally an interest or experience with Salesforce.
- Experience working independently, managing your own time and responsibilities while building strong communications with office-based staff.
- Excellent verbal and written communication skills.
- Excellent Microsoft Office skills especially Word and Excel.

**Behaviours:**

- Collaborative team players fit the Q-Bot Culture
- Goal focused individuals thrive in the Q-Bot Commercial team
- Openness and candour encourage productivity, performance and progression.
- An ability to appropriately balance the required short term goal achievement and longer-term improvement of how processes work is ideal for a fast growth SME
- Keeping a positive attitude, setting a positive example and regularly communicating successes and challenges, keeps team ambition and morale high.

**Measurement:**

Success in the role will be determined by delivery of outcomes consistent with the above, and also the following KPIs

- Registered Social Landlord (RSL) Sales to target.
- Registered Social Landlord (RSL) install revenue to target.
- New lead to Marketing qualified lead (MQL) conversion targets.
- MQL to Opportunity conversion targets
- Opportunities to Sales Qualified lead (SQL) conversion targets.
- SQL to Sales Orders conversion targets
- Customer service rating.

**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. 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. A growing team of 45 employees works from offices in London and Newcastle.

Q-Bot's leadership team has an entrepreneurial track record, commercial and project management expertise and a unique blend of robotics and building know how 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](mailto:future@q-bot.co) with a covering letter, including salary expectations, and your CV.