

Business Development Manager

Who we are:

Q-Bot are passionate about driving sustainability, impacting climate change, reducing fuel poverty and improving people's lives using technology. We have developed robots to retrofit energy efficiency measures in homes across the UK and Europe and are growing exponentially to meet market demand.

Our vision 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 measure and improve the health of buildings without the cost and disruption of traditional methods.

About the role:

We are excited to be looking for an energetic and committed Business Development Manager to join our commercial team. We are looking for someone eager to shape and develop the homeowner market as we drive the business forwards and continue to accelerate growth (Less than 1% of the 12 million homes in the UK with suspended timber floors are insulated. Traditional methods are disruptive, intrusive, time-consuming and expensive). 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 a track record of growing revenue from ecommerce channels. You're focused on the customer's experience will have experience developing news systems and processes, including automation, to improve the customer journey. You'll be able to communicate skilfully and work closely with our Marketing Manager, generating new leads, and our Project Manager, facilitating delivery using the Install Team. You'll have a keen appetite to learn and can quickly help us source and guide new customers from lead through to successful installation.

You will not only be joining a great team with an exciting and diverse work force and impressive career prospects but will 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.

What we are looking for:

- Experience of business development in an area such as ecommerce channels or retail.
- Experience owning the customer journey, developing processes and systems (including automation)
- Fluent with Microsoft 365, Salesforce CRM, and other digital platforms
- Knowledge of either the built environment, energy efficiency measures, or high value retail sales

Why you should work for us:

- Exciting and diverse workforce with a great team spirit - regular team and office socials.
- Dedicated to make a difference through improving sustainability.
- Flexible and hybrid working available
- Company shares options scheme and / or performance related pay.
- Electric Vehicle Scheme
- Cycle to work scheme
- Free office staples such as coffee, tea, filtered water and fresh fruit.
- Working with Robots and exciting new technologies

Details of the job:

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

More about Q-Bot:

The company has commercialised a highly innovative method of applying under floor insulation (UFI) 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, and digital tools to manage the installation process and data collected.

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.

A growing team of 47 employees works from offices in London and Newcastle.

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, including salary expectations, and your CV. **Full Job Specification available on request.**

