

Head of Partners

Reporting To: CCOO

Term: Permanent, Full Time.

Package: Market 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, 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, we are now poised to rapidly expand our Partner network.

We are excited to be looking for an energetic, committed Head of Partners to join our team and become the catalyst for growth. With a small team of high performers, delivering excellent results we are looking for someone to take ownership of our partner function. We're looking for a keen yet humble leader to inspire trust and build on the strengths of our team whilst nurturing a culture of success.

You should have experience of leading a team as well as selling to Partners, ideally with in the construction industry, and a track record of collaboration and delivering great results. 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 partners to expand our network and increase yield from current arrangements.

You will not only be joining a great team with impressive career prospects but have the unique opportunity to make a huge impact on a fast-growing technology company, striving to make a difference and paving the way for a sustainable construction industry.

Key Responsibilities:

- Work with the CCOO to set and execute the Partner strategy.
- Analyse Partner performance, assessing feedback and identifying areas for improvement.
- Build new relationships with Partners through calling, emailing and meeting potential Partners to generate new leads and establish a sustainable pipeline of sales opportunities.
- Generate income by converting these relationships into Partner contracts and then into revenue.
- Ensure contracts are signed within agreed timeframes.
- Partner due diligence and onboarding.
- Proposing/design of contract(s) and terms of business for Partners.
- Managing the ongoing relationship to increase volume, upsell new products and services.
- Attend trade shows and other virtual and physical events and promote Q-Bot to obtain leads.
- Support the CCOO, CEO and Head of Sales in the building of pitches & presentations.
- Work with the marketing team to evaluate new ways to promote and sell Q-Bot products via new Partners.
- Be an engine for growth and help shape the company's commercial strategy.
- Produce monthly sales order and revenue 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 2 years' experience in a sales role where you have built relationships from scratch with new and existing Partners and converted those relationships into significant revenue.
- Experience of selling into construction, contractors or similar.
- 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
- 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 40 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, including salary expectations, and your CV.