

Business Development Manager

About Q-bot:

Q-Bot is a leader in combatting climate change and making existing buildings more efficient by using robots to install underfloor insulation.

Our interventions already save Kilotons of CO2 per year. We are accelerating the rate of change by growing our a “robot-as-a service” model (RAAS) and expanding placements of our technology via Partners in the UK, EU and USA.

The Role:

The Business Development Manager (BDM) is responsible for supporting the Head of Partners (HoP) and the Commercial Team in meeting the company’s UK Partner sales and revenue targets. The successful candidate will build and nurture relationships with a variety of Partners, focusing on installers, construction contractors, Direct Labour Organisations associated with Registered Social Landlords (RSLs), Utility providers, etc.

The Business Development Manager will engage across the business, supporting Partner development activities, preparing proposals, working jointly with partners to stimulate demand and improve utilisation, working with the Head of Partners in planning and implementing the future of the Partner network, as well as working and liaising with the company’s technical support and product development team.

The Business Development Manager for Business to Business Partners will work closely with the Head of Partners to ensure processes are in place to track progress, monitor the Partner pipeline as well as existing Partner performance and actively drive partner business development and proactively manage remediation of issues (both at company and Partner level), as well as technical support provided to partners, capturing all data using a CRM system and be responsible for providing meaningful and succinct regular management reports on relevant accounts. They will forecast and report on Partner performance against targets they monitor and proactively manage the Partner pipeline.

Key Responsibilities

- Executing and delivering performance in line with the targets in the Partner Plan, for both existing and new Partner sales and revenue targets on a quarterly and annualised basis; monitoring and actively driving lead generation and business development and providing feedback for improvement.
- Successful targeting, identifying, qualifying, acquisition and onboarding of new Partners within the Territory*.
- Actively managing the relationship with existing Partners to drive revenue growth.
- Measuring the success of each Partner and ensuring a high level of Partner satisfaction.
- Generating and maximising revenue by converting these relationships into sales/agreements through, among other activities, proactive relationship management.
- Build new relationships with Partners through researching, planning, calling, emailing and meeting potential Partners to generate new leads and establish a sustainable pipeline of both Partner growth and development of Partner sales opportunities.
- Generate income by converting these relationships into Partner contracts and then into revenue.
- Ensure signing of Contract/PO takes place within agreed timeframes.
- Managing the ongoing relationship to increase volume, improve utilisation and upsell new products and services.
- Attend trade shows and other virtual and physical events and promote Q-Bot to obtain leads and develop business relationships.
- Support the Head of Partners, Head of Commercial and Managing Director in the building of pitches & presentations.
- Ensure all contracts are up to date and on target or have remediation or overachievement plans being actively driven as required.
- Work with the Head of Partners to set and execute the Partner strategy.
- Work with the marketing team to evaluate new ways to promote and sell Q-Bot products via new Partners and to help develop Partner sales pipeline.
- Analyse Partner performance, assessing feedback and identifying areas for improvement.
- Produce monthly sales order, revenue forecasts and robot deployment forecasts to enable the company to plan resources accordingly.

- Provide competitive analysis to help Q-Bot maintain its leadership position in retrofit market.
- Partner due diligence, onboarding, and growth support.
- Proactive liaison with technical support to ensure positive partner relationship

Candidate profile

- Experience prospecting and qualifying new business, through market research and outgoing calls, ideally within the construction or retrofit industry.
- Proven track record of building and maintaining excellent relationships with external and internal customers.
- Ability to manage the full sales cycle, from lead generation through to contract negotiation and close.
- Proven track record of building long-standing commercial relationships and delivering measurable results against set targets
- Target driven, with an excellent phone/video call manner, and equally comfortable doing business both face- to- face and digitally.
- Experience with CRM systems and ideally an interest or experience with Salesforce.
- Ideally with access to contacts and networks to source potential partners, to expand Q-Bot's network, or increase yield from current arrangements.

Behaviours

Leadership

- Work hard and work smart. Allow colleagues and junior team members to understand what it takes to deliver extraordinary growth in the resource-constrained, agile, fast-changing context of a start-up.
- Always demonstrate Sales Leadership, inspiring confidence in our ability to deliver and exceed targets and sustain the required fast growth of Q-Bot and the accompanying personal and professional growth.
- Consistently keep a positive attitude, setting an example for the rest of Q-Bot's team.
- Lead meetings, ensure they are organised and the actions are carried through.
- Attend monthly Team meetings, present Partners performance, forecasts and commitments, and deliver on them.

Systematic Discipline

- Ensure Salesforce, Outlook email and calendar are used and integrated daily to track Partner related activities.
- Ensure you provide a weekly update in the agreed format.
- Be proactive in communications, every day.

Why you should work for Q-Bot:

- Personal and career development in an exciting business with a strong value proposition, well positioned to be a game changer in a growing industry
- Competitive salary including performance-related pay
- Company shares options scheme (EMI tax eligible)
- Flexible and hybrid working arrangements available
- Electric Vehicle Scheme
- Cycle to Work scheme
- Exciting and diverse workforce with a great team spirit and a modern work environment

More about Q-Bot:

Q-Bot Limited, was formed in 2012 by award winning architect Tom Lipinski and Professor Peter Childs from Imperial College London, with the goal of using robotics and AI to transform the construction industry. Q-Bot's solutions enable the delivery of innovative new services for the inspection, maintenance and upgrade of buildings which empower workers, improve safety, are cost-effective, and efficient. Q-Bot is revolutionising the industry by connecting the built environment with robotics and AI, to rethink processes that have remained unchanged for hundreds of years. The company is backed by EMV Capital, multinational St. Gobain, EIS investment platform Wealth Club, and other investors.

Q-Bot has already brought to market a unique retrofit solution, using a robotic device to apply insulation under suspended floors of existing homes. The solution is cheaper, performs better, and has none of the disruption of more traditional methods. Through its work with local councils and housing authorities, for whom it is increasingly becoming the de facto standard, the Q-Bot solution has been proven to reduce fuel poverty by improving the energy efficiency of homes, whilst substantially reducing their carbon footprint- cementing the company's strong ESG credentials. Q-Bot has also grown to work with private customers, to reduce household bills, and eliminate the discomfort caused by cold draughts coming up through floorboards. The solution is TrustMark certified and fully accredited by the BBA.

Please apply to: future@q-bot.co with a CV. **Please note:** no recruitment agents, thank you.

