

Head of Partners

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 Head of Partners will assume overall responsibility for Q-bot’s RAAS Partnership model and its growth strategy. They will play a key role in the set up & development of Q-Bot’s partnership structure and contracts.

The role will involve acting as Q-Bot’s ambassador and working with people at every level of the organization both internally and externally. The successful candidate would bring along contacts and networks, to help focus & support the efforts of our existing Business Development Managers team.

The Head of Partners will personally oversee the highest-level external strategic relationships whilst developing a growing team of Business Development Managers at Q-Bot.

Key Responsibilities

- Work with the Head of Commercial to develop and execute the Partner strategy.
- Analyse Partner performance, assessing feedback and identifying areas for improvement.
- Build 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 sales targets are met and contracts are signed within agreed timeframes.
- Partner due diligence and onboarding.
- 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.
- Work with the Head of Commercial in the building of pitches & presentations.
- Work with the marketing team to evaluate ways to promote and sell Q-Bot products via new and existing Partners.
- 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.
- Strategy development and strategy implementation (working with BDMs and Partners)
- International growth strategy (as above), international growth, relationship management with overseas partners/BDMs
- Management, overall responsibility for Partner sales and Partner growth, utilisation strategy, maximising revenue per partner
- Providing line management, supporting growth and development for channel BDMs providing targets and feedback
- Partner liaison and proactive partner support management

Candidate profile

- Experience of growth strategy development, prospecting for and developing new partners or franchise models, ideally within the construction or retrofit industry.
- Proven track record of overseeing a sales channel, or division, inside sales, or a similar position within a growing company or an established corporate.
- 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
- Ideally with access to contacts and networks to source potential partners, to expand Q-Bot's network, or increase yield from current arrangements.
- Target driven, with an excellent phone/video call manner, and equally comfortable doing business both face-to-face and digitally.

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 an SME.
 - Demonstrate and model Sales Leadership at all times, 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 carried through.
 - Attend monthly Team meetings, present on Partners performance, forecasts and commitments, and deliver on them.
- Systematic Discipline
 - Ensure Salesforce, Outlook email and calendar are used and integrated on a daily basis to track Partner 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 was founded in 2012 with the objective of using robots to insulate suspended floors of existing buildings. In the UK there are over 12 million cold and draughty homes with suspended timber floors, representing a huge market opportunity, with few practical or cost-effective options to upgrade them. Q-Bot has successfully commercialised a unique solution to this problem, that uses a robotic device to apply insulation in situ without the expense and hassle of traditional methods. The company has already insulated over 2,500 properties in the UK, improving energy efficiency and saving residents on average £300/yr (verified by the Energy Savings Trust), with demand demonstrated in Europe, North America and Australasia with the total potential market well over £100bn.

Q-Bot's goal is to make it easier and simpler for contractors to retrofit existing buildings by rethinking processes that have remained unchanged for hundreds of years. Q-Bot's solutions empower workers, improve productivity and safety, while reducing costs.

Q-Bot's current business model is to work directly with housing associations and local authorities to create market pull, and then sign-up installation partners to deliver the service in each region. The installation partners upsell the service through their existing channels, deliver to a wide range of markets, and pay Q-Bot a share of the revenues that result. This model is highly scalable and ensures the technology is utilised across a range of different sectors, while Q-Bot only needs to foster relationships with a small, focused group of customers. Q-Bot's network already includes more than 20 install partners in the UK, France and the Netherlands.

Q-Bot currently employs 60 people and is headquartered in Oval, London, with regional operational bases in Harrow, Newport and Newcastle. Q-Bot is the world's first company to receive BBA accreditation, or equivalent, for robots to work on construction sites (delivering retrofit insulation). In the process Q-Bot received innovation awards including Queens Award, CIBSE, Ashden, Business Green and many others.

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.

