

Business Analyst

Oxford

Quantum Dice enables trusted and secure encryption using the power of photonics and quantum mechanics. We are looking for a focused, conscientious, and self-motivated team player to join our commercial team as a Business Analyst.

As a Business Analyst at Quantum Dice, you will be responsible for conducting market research into Quantum Random Number Generators, focusing on the Industrial-IoT sector. You will monitor competitor developments and identify new market opportunities, assisting the leadership and wider commercial team in generating new opportunities with SMEs through to large global companies, research institutions and governments.

You will be working in a fast-paced and rapidly growing start-up environment, with a friendly, supportive, and ambitious approach. We have a strong culture of trust and respect and can offer lots of varied opportunities and responsibilities for our teams to take ownership of and grow with. We value creativity, integrity, ambition, meaningful teamwork, and fun. We are looking for people with drive, passion, and most importantly who thrives when collaborating with a growth minded, diverse team.

Responsibilities

- Maintain extensive knowledge of developments within the quantum, cybersecurity and Industrial-IoT industries to ensure Quantum Dice's competitive advantage
- Maintain an up-to-date competitor database
- Generate leads for new business opportunities within Industrial-IoT
- Network and assist the leadership and wider commercial team at conferences and trade shows (incl. prepare decks)
- Collaborate with Quantum Dice colleagues to scope projects, prepare detailed and compelling funding proposals and/or business cases
- Conduct market research in support of Marketing Communications & PR goals

Qualifications, Skills and Experience

- Masters degree or higher with experience working in technology commercialisation
- Excellent communication and teamwork skills are essential
- Ability to understand and effectively communicate the benefits of applying quantum random number generators in cybersecurity, and Quantum Dice's self-certification advantage, or demonstrated ability to learn
- A passion for emerging and or deep technology and a strong desire to communicate technical elements in a simple, effective manner
- Ability to multi-task and work on several projects simultaneously
- 1+ years experience working in a B2B enterprise technology environment preferred
- Experience in entrepreneurship or market creation for innovative technologies preferred

Quantum Dice Ltd.

264 Banbury Rd, Oxford, OX2 7DY, England

jobs@quantum-dice.com

Job Type: Full-time with hybrid working

Starting Date: November 2022

Location and Travel

- Quantum Dice's office is based in central Oxford, a few minutes' walk from Oxford Station. We ask for all applicants to be based within a 2-hour commuting distance from Oxford Station.
- There may be a requirement to travel within the UK and internationally to global conferences, trade shows or for customer visits.

Benefits

- 28 days annual leave
- Career development
- Mentorship opportunities
- Rewards and recognition
- Flexible working from home options
- Sponsorship if necessary

Diversity & Inclusion: We strive to create a diverse environment and to be an equal opportunity employer. This means that all qualified applicants will receive consideration without regard to national origin, age, sex, race, disability, pregnancy, marital status, sexual orientation, gender identity or expression, or religious background.

Application Process

- Please provide us with a CV and cover letter outlining why you think you would be a good fit for this role and why you want to work at Quantum Dice. We only consider applications with a cover letter that includes this information.

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