

Technical Sales Lead

Oxford

Quantum Dice enables trusted and secure encryption using the power of photonics and quantum mechanics. We are looking for a self-motivated team player who thrives on delivering technical conversations in a simple and effective manner, and who has extensive stakeholder engagement experience and negotiating skills to join our commercial team as a Technical Sales Lead.

As a Technical Sales Lead at Quantum Dice, you will be working closely with the leadership team to develop and manage a pipeline of opportunities with SMEs through to large global companies, research institutions and governments. You will be responsible for seeing commercial opportunities through to contract, acting as a critical interface between our customers and our technical teams. You will also be(come) a renowned member of the quantum and security communities, actively speaking at global conferences and events to articulate the benefits and use cases of Quantum Dice's technology.

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

- Own the sales lifecycle, from lead generation, to developing Proof-of-Concepts/Pilots and closing deals within Industrial IoT
- Collaborate with Quantum Dice colleagues to scope projects, prepare detailed and compelling funding proposals and/or business cases
- Contribute towards the development of sales strategies and targets with the leadership team
- Build long-term relationships with prospects and customers across multiple levels of a business
- Maintain extensive knowledge of developments within the quantum, cybersecurity and Industrial-IoT industries to ensure Quantum Dice's competitive advantage
- Network and present at conferences and trade shows (including deck preparation)

Required Qualifications, Skills and Experience

- Master's degree or higher (STEM fields preferred)
- 7+ years of B2B technical sales experience or equivalent, ideally within an emerging market

Quantum Dice Ltd.

264 Banbury Rd, Oxford, OX2 7DY, England

jobs@quantum-dice.com

- Ability to understand and communicate the benefits from application of quantum random number generators within cybersecurity, and Quantum Dice's self-certification advantage in particular
- Excellent negotiation skills and strong track record of selling component hardware and related software/support packages
- Confident in presenting to senior management and technical audiences
- Passion for emerging technologies and ability to communicate technical elements in a clear manner
- Collaborative team worker with ability to multi-task

Desired Qualifications, Skills and Experience

- Excellent track record of designing technical presentations, white papers and support tools for customers
- Experience in market creation for innovative technologies or within a start-up

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.

Quantum Dice Ltd.

264 Banbury Rd, Oxford, OX2 7DY, England

jobs@quantum-dice.com