

## Introducing SBQuantum (SBQ)

Do you want to work at a [cutting edge start up](#) getting deep tech into the hands of a user? If you have a passion for innovation and thrive in dynamic environments this is the internship for you. SBQuantum are [re-imagining the way we see this world](#), building cutting edge magnetics products to bring new solutions to clients. You may be familiar with the blue arrow on your phone when you want to know which way you are headed, but what if this same technology could be used to allow autonomous vehicles to navigate in GPS denied environments. Have you ever wanted to be part of building a greener future? Well our product helps find critical minerals for batteries so we can hit global electrification targets.

SBQ have a range of applications, ranging from geophysical surveys in mining to the defence to space and autonomous navigation. We are looking for a driven business development manager who can help [us transition from proof-of-concept projects to paying customer](#). If you think you can introduce quantum hardware to the market, then this is the opportunity for you.

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## What We Are Looking For

We are looking for an enthusiastic individual who will thrive in an ambiguous environment to [build our go-to-market strategy](#) as we transition to our first customers. We have developed initial relationships but are looking to better quantify our opportunities and to build an intentional sales pipeline. While this will be your core mandate, we are an early stage start up so you will also need to be comfortable [wearing multiple hats](#). You will also be the [customer champion](#) internally needing to think about what the key business objectives of the company mean for our technical team. Your core responsibilities will be:

- Market sizing key opportunities to inform strategic decisions around market prioritisation
- Modeling revenue projections
- Building a sales funnel to identify key prospects and track engagement
- Identify key growth opportunities

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## Requirements

- In higher education with a focus on strategy and innovation, MBA preferred
- 3+ years work experience - it doesn't have to be in business development, but we want to know how you used your role to [guide strategic decisions](#)
- 1+ years experience in a client facing role
- Previous experience working on a [cross-functional team](#) and in ambiguous environment
- Strong skills in PowerPoint and Excel
- Bilingualism is a preference - as a Quebec based company it is essential our materials are in both English and French
- Comfort that majority of the opportunity will be conducted remotely. Option to visit the lab in Sherbrooke pending COVID restrictions but touchpoints will mostly be virtual or with the COO who is based in Toronto

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## Apply

Apply with your resume and a cover letter indicating how you would help SBQ. Any questions, contact [rachel@sbquantum.com](mailto:rachel@sbquantum.com).

For more information on SBQ and NV-centre diamonds see these [recent publications](#) (click the bullets below to read):

- [Wired](#)
- [The Economist](#)
- [A partner customer study](#)
- [Graduation from the Creative Destruction Lab](#)

