



Business Development Director

About Quantopticon

Quantopticon is a British-American software start-up developing an automated simulation platform for the design and optimisation of quantum-photonic components, systems and devices. Quantopticon was founded in 2017 by Dr Gaby Slavcheva, a renowned international leader in the theory and modelling of light-matter interactions in quantum nanostructures, and Dr Mirella Koleva, an optics and photonics scientist and entrepreneur. The overarching goal at Quantopticon is to accelerate the design cycle of quantum-photonic devices, maximise their performance, and unlock the path to large-volume manufacturing.

Since its inception, the company has received a number of grants from both sides of the Atlantic, having raised a total of over \$775,000 to date. The team is about to undergo an expansion, adding to the fold computational electromagnetics and semiconductor optoelectronics specialists, and FDTD experts. In November 2020, Quantopticon launched its flagship product, *Quantillion*: a pioneering software suite simulating the spatiotemporal dynamics of solid-state quantum systems, optionally embedded in optical cavity structures, interacting with electromagnetic pulses and the environment. With considerable extension and enhancement of the underlying algorithm underway, the company is moving to the next phase in scaling up and focusing on the potential applications and commercialisation of its technology.

Location

Chicago, IL; remote work from other locations with regular travel to Quantopticon's Chicago headquarters also possible

Job Description

Quantopticon is seeking a Business Development Director with a strong commercial, technical and enterprise scale-up background to lead Quantopticon into the next phase of growth. The ideal candidate should have a strong knowledge and understanding of photonics and/or quantum.

Responsibilities

- Co-develop a revised, robust and comprehensive business plan, together with Quantopticon's CEO

- Ensure a product-market fit for *Quantillion*, develop a suitable pricing model and determine best product delivery methods
- Develop a go-to-market strategy and identify beachhead market(s)
- Forge strategic partnerships and assist with setting up paid beta-trials with early adopters
- Provide strategic input for the company roadmap and ideas for differentiation to deliver best-in-class products and solutions
- Identify the decision-makers in each customer segment, source new commercial opportunities and pursue these up to and including closing the deal
- Identify new markets, customers and applications of our current and future products
- Deep involvement in future funding rounds
- Educate both internal and external stakeholders about our product features and their benefits

Ideal Career Experience

- Deep knowledge of the photonics industry and/or quantum industry
- Previous or current tenure at a semiconductor foundry or photonics design software company
- Track record in creating successful teams and building competencies in R&D, product management, industrialisations and sales
- 3+ years' experience in commercialisation of photonics technology, particularly software
- Experience with building major client relationships
- 3+ years' experience in leading product roadmap, specifications, benchmark, value propositions, product positioning, strategic price negotiations and customer engagement
- Understand customer needs and priorities to convert opportunity into sales, and a mindset to go the extra mile to make it happen
- Education: Applied Physics, Photonics Engineering, Nanotechnology, Photonics or Quantum

Interpersonal Skills and Personal Attributes

- Excellent management, communication and people skills at all levels
- Strong powers of persuasion
- Self-driven, thinking ahead of customers and internal stakeholders to execute to exceed their expectations
- A leader with a hands-on, 'roll-up-your-sleeves' approach to the role
- Highly tenacious and achievement oriented
- Great interpersonal skills in order to build on the strengths of the current team
- Ability to look at the big picture whilst dealing with operational issues
- A willingness to travel extensively, as required

How to Apply

Submit a CV/resumé and cover letter to Dr Mirella Koleva at info@quantopticon.co.uk.