



ZAPATA

Sales Director (Europe)

Zapata computing is a quantum software, services, and applications company developing quantum algorithms to solve critical industry problems. Commercializing quantum algorithms at Zapata is fast-paced, highly collaborative, and cross-disciplinary.

Description:

Zapata seeks a Sales Executive to build our quantum solutions business by identifying and selling to EU prospects across all vertical industries; maintaining relationships with new and existing clients/partners in Western Europe to attain sales goals.

You will report to the VP of Business Development and collaborate closely with Zapata's quantum scientists, researchers, and programmers. Job duties:

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sell consulting products by establishing contact and developing relationships with prospects; recommends solutions based on quantum computing expertise.
- Maintains relationships with clients by providing support, information, and guidance; researches and recommends new opportunities as well as profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepare reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, benchmarking state-of-the-art practices, and participating in professional societies.
- Contributes to team effort by accomplishing related technical tasks as needed.

Technical skills and qualifications:

Advanced presentation skills, adept at building client relationships, emphasizes excellence, high energy level, negotiation, prospecting skills, meeting sales goals, creativity, sales planning, ability to work independently, motivation for sales, multi-lingual (English, German, Spanish), familiarity with quantum machine OEM's, ability to articulate quantum value proposition to business leaders.

Education:

Ph.D. in Physics, Chemistry or related field.