

Business Developer

Remote | EU / UK / Switzerland | Full-Time

About Superpositions Studio

Superpositions Studio is an end-to-end quantum ML and optimization platform that bridges the gap between abstract quantum potential and real-world industry applications. We help R&D teams in finance, energy, manufacturing, logistics, and pharma answer the fundamental question: *"Is quantum worth it for us, and when?"*

Our philosophy is simple: less quantum magic, more quantum decisions. We cut through the hype to deliver practical, benchmarked solutions that enterprises can trust.

The Opportunity

We are looking for a driven Business Developer to help grow our platform adoption and enterprise engagement across Europe, the UK, and Switzerland. This is a ground-floor opportunity to shape the commercial trajectory of a cutting-edge quantum computing company.

You will be responsible for two core revenue streams:

- **SaaS Platform:** Drive subscriptions and user adoption of the Superpositions Studio platform
- **Enterprise POC Engagements:** Source and close Proof of Concept projects with enterprise clients

Key Responsibilities

- Identify, qualify, and engage potential enterprise clients in target verticals (finance, energy, manufacturing, pharma, logistics)
- Build and maintain relationships with high-profile companies and leading academic/research institutions
- Navigate complex B2B sales cycles from initial outreach through contract signature
- Develop and execute go-to-market strategies for the EU, UK, and Switzerland markets
- Collaborate with the technical team to scope POC engagements and ensure client success
- Represent Superpositions Studio at industry events, conferences, and networking opportunities
- Provide market feedback to inform product development and positioning

Key Performance Indicators

Success in this role is measured by two primary metrics:

- **Total Revenue Generated:** The cumulative value of signed contracts and subscriptions

- **Portfolio Quality:** Number of high-profile companies and prestigious academic institutions brought into our client portfolio

Requirements

- 3+ years of B2B sales or business development experience, ideally in deep tech, SaaS, or enterprise software
- Experience or strong interest in quantum computing, AI/ML, or adjacent technical fields
- Proven track record of closing enterprise deals and/or building strategic partnerships
- Strong network in R&D-heavy industries or academic research communities (preferred)
- Comfortable engaging in technical conversations with engineers and researchers
- Self-motivated, resourceful, and comfortable working in an early-stage environment
- Excellent communication skills in English; additional European languages are a plus
- Based in or willing to travel within EU, UK, or Switzerland

What We Offer

- **Competitive Compensation:** Base salary plus significant commission on signed contracts
- **Remote-First:** Flexible work environment with autonomy over your schedule
- **Equity Potential:** Opportunity for equity participation as the company grows
- **Ground-Floor Impact:** Shape the commercial direction of an innovative quantum computing platform
- **Learning Opportunity:** Work alongside experts in quantum computing, optimization, and machine learning
- **No-Hype Culture:** We value substance, honesty, and results over salesmanship and spin

How to Apply

Send your CV and a brief note explaining why you're interested in this role to:

info@superpositions.studio

Please include "Business Developer Application" in the subject line.

superpositions.studio

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