

## Introducing SBQuantum (SBQ)

At SBQ we aim to “[Reveal the Invisible](#)”, be that underground, underwater or environments that have been otherwise concealed. Our team is using ‘Magnetic Intelligence’ to build a precise, localised magnetic model of the earth that will allow us to better understand and navigate through our environment. This comprises a [hardware](#) component, a quantum magnetometer based on nitrogen vacancy diamonds (cutting edge stuff!), and a [software](#) offering with our proprietary algorithms that can be applied to our own or commercially available sensors.

Our applications break down into two key categories: [inspection or surveying](#) and [navigation in GPS denied or restricted environments](#). However, we are an early stage start-up who are focused on [customer discovery](#) and R&D so there may be some pivoting as we better understand problems which sit behind these use cases. A lot of the focus to date has been on the technical development so this is a chance to make your mark on the business strategy and be part of the transition of deep science technology to a commercialised solution.

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### What We Are Looking For

We are looking for an enthusiastic individual who will [thrive in an ambiguous environment](#). We have a lot of unanswered questions and there is no right direction so we are looking for someone who is a [self-starter](#) and can think of new ways to build the infrastructure of the business. While a technical background is not required, we are looking for someone who can grasp the fundamentals of the technology and [communicate effectively](#) with both scientists and potential clients. As the company is still at an early stage, this role will primarily be internally facing so potential candidates should be comfortable conducting desk research and building internal processes.

We have three main areas in which we think potential candidates would provide the most value to SBQ, but we are also open to suggestions – if you have a pitch for how you could help us, let us know! Otherwise, in order of priority, we are looking for candidates to help with: [growth](#), this will include market research and the design of a sales pipeline; [finance](#), working out a potential valuation and modeling different commercial scenarios; [marketing](#), developing a B2B marketing strategy and corresponding assets.

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#### Key Responsibilities

- Develop and execute project based on preferred work stream at SBQ. Design objectives, manage timelines and an end report.
- Work closely with COO to build business plan.
- Growth: secondary market research, market size, stakeholder landscape and ideal sales pipeline
- Finance: estimated valuation, scenario planning, accounting best practices
- Marketing: pricing model, willingness to pay analysis, recommended B2B channels

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#### Requirements

- Ability to translate between science and commercial opportunities.
- Bias for action and positive attitude to work together to come up with new solutions to market entry.
- Comfort that majority of the opportunity will be conducted remotely. Option to visit the lab in Sherbrooke but touchpoints will mostly be virtual or with the COO who is based in Toronto.
- We don’t have a fixed idea of who this role will suit – convince us it should be you!

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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](#)

