



TOUCLABRobotics
GIVING ROBOTS THE POWER OF HUMAN TOUCH

Our story

The biggest barrier to mass robot adoption is their inability to feel the world around them – Touchlab is changing this.

We have developed a truly biomimetic e-skin technology, which allows robots to understand grasp strength, detect and compensate for incipient slip, and even identify objects through touch alone. This technology is enabling us to push the boundaries of what's possible in robotics.

We are applying e-skin to grand challenges including grasping automation, dexterous manipulation tasks, and reducing infection transmission in hospitals. By solving some of the hardest challenges in the domain, Touchlab looks to disrupt multi-billion dollar industries across robotics and healthcare. Our team is also proud to have reached the finals of the \$10 million global ANA Avatar XPRIZE competition, enabling teleoperated robot avatars. This work has resulted in the first-ever hospital pilot for a robot of its kind, where nurses experienced true presence through a machine, allowing them to speak, hear, see, feel and touch, from a remote location.

After raising a \$4.8 million Seed round led by one of the biggest deep-tech VC's in Europe (Octopus Ventures), we are a well-funded start-up looking for hardworking, highly original, and ambitious individuals to join our team.

Position: Commercial Associate



The role

This is a crucial role in contributing towards the growth and impact of Touchlab and our technology in the world. You will join a hands-on and passionate team selling to clients across a wide range of sectors, from world-leading humanoid robotic companies, to some of the largest retailers. You will be responsible for all things commercial, and over time, will support the CEO in strategic planning and negotiating large-scale contracts.

As part of Touchlab you should have excellent collaboration and communication skills as well as the independence to manage and organise your own time whilst working remotely. You will need to be able to balance work and travel when visiting customer Headquarters in England, the US, and elsewhere.

This position offers a brilliant opportunity for the right candidate to grow, as they build out the commercial function. The successful candidate will be able to show a track record of significantly growing revenue in a previous role, ideally in a company that also contains a hardware element.

What you'll do

- Take full ownership of all commercial operations of the business, including the sales pipeline and marketing activities.
- Maintain responsibility for the full sales cycle, from initial contact, to pitching and closing.
- Play a pivotal role in pushing the company towards PMF.
- Work alongside the leadership team to develop and deliver on the commercial strategy.
- Support company focus, by narrowing the scope of commercial work to core high-value markets.
- Proactively develop and maintain a network of client relationships that will enable a strong, consistent pipeline for conversion into sales.
- Support product strategy development, including the most appropriate way to market and sell productised sensors.
- Create development plans for international clients, from initial interest to full deployment of Touchlab's technology at scales of 10s-10,000s of units.
- Support the CEO in negotiating contracts with large-scale clients in order to meet revenue KPI's and deploy Touchlab's technology.
- Grow and manage a team to meet strategic goals of the company.

In the first 3 months....

- You will have built a thorough understanding of the product offering with the ability to convincingly articulate its features to deep industry clients.
- Begun establishing a solid relationship with existing clients.
- Closed over £50k worth of business through POC's or co-development work.
- Worked with the CEO to produce a clear first draft of the recurring revenue sales strategy for the next 6-12 months.

In the first 6 months....

- Co-developed and supported Touchlab's tactile fingertip(s) product launch (incl. overseeing SEO, ads, dissemination, and other activities alongside CEO).
- Converted at least one customer relationship, resulting in contract sales or future commitment of 10+ units (dependent on type of contract / unit cost / complexity of the sale) worth at least £100k committed.
- Tangible progress on solutions deployments utilising the e-skin technology (Avatar, fingertips, pressure sensing surfaces).

In the first 12 months....

- Lead and grow the sales function, having defined and hired at least 1 new team member.
- Produced and begun implementing a clearly defined sales and GTM / PMF strategy playbook.
- Negotiated contracts with at least two clients, amounting to £250k+ ARR.
- Have a detailed plan / projections to scale to at least £2m in ARR supported by these contracts

About you

Essential skills & experience:

- Proven experience in a commercial/sales role for a quickly scaling business and/or SME.
- Extensive experience owning relationships with large international organisations.
- Experience in supporting commercial strategy development, and evidence of successfully delivering on this whilst scaling.
- Technical knowledge in robotics and/or a relevant field with ability to quickly pick up related concepts.
- Experience in at least one of the following key areas:
 - Managing and hiring a sales team,

- Product pricing strategy, and/or,
- Contract negotiation and writing.
- Excellent spreadsheet and MS Excel skills.

Highly beneficial skills & experience:

- Experience in at least one of the following industries:
 - Tactile sensing products,
 - Warehousing automation,
 - Healthcare,
 - Extreme environments (e.g. Nuclear/Space) and/or,
 - Robotics.
- Degree in a relevant technical field.
- Significant experience in writing contracts and leading negotiations.
- Using sales pipeline tracking software (e.g. Zoho, Pipedrive, Salesforce)..
- Using accounting software, ideally Xero.
- Developing financial projections (using either spreadsheets or other software tools).
- Making presentations, specification sheets, and other marketing material for technical clients.

Why should you apply?

- Work in our amazing, new and unique HQ at The National Robotarium - where you'll see a higher concentration of robots than (probably) anywhere else in the UK. Here you will frequently meet interesting individuals and visitors, from academics to astronauts, healthcare practitioners, investors, and other deep sectors from around the world.
- Alongside passionate, driven people, you'll be able to work on truly exciting and globally groundbreaking projects - not many people say they work with robot avatars!
- You want to have a lasting impact... we're a small, dynamic company with huge opportunities to grow, take ownership and make a difference. We are uniquely driven by ethical applications - to use robotics to improve the human condition.
- Unique company trips, from the XPRIZE finals in Southern California, to conferences such as CES, TechCrunch Disrupt and ICRA!
- Our office kitchen is always stocked with snacks, coffee and beer. We'll always keep you fed and watered.
- Free company events, from movie nights to Castle Parties!

Other Startup Benefits:

- Competitive salary depending on experience, skills and track record.
- Flexible working and a blended approach to office and WFH – we trust our team to put in the work regardless of where they are.
- Fantastic work life balance in a great and historic city (Edinburgh); with low commute times from the city centre, and reasonable costs of living.
- Significant autonomy with work and very friendly/open atmosphere.
- Good paternity and maternity leave policies.
- Bike2Work Scheme for tax off bicycles.
- Your own company PC/Laptop.
- We are happy to arrange accommodation for you and your partner during work trips abroad.
- Optional training afternoons for skills development (personal budget allocation of £1k/annum).
- Opportunity to organise events such as hackathons with the company covering food, premises, and other costs.
- Other benefits to come (e.g. EV-scheme, complementary therapy sessions, on-campus gym membership, etc.)

Our interview process

Following an initial application, successful candidates will be assessed by a multiple person committee across two interviews. The sessions will cover the candidate's ability to be successful in the role, whether there is a company-value-fit, and whether the applicant will add to our existing culture.

Our interview committee will incorporate a range of people from the team, including those from the relevant department. Any decisions made by the members of the committee will always be backed up by data from the interview, not hunches. In doing so, we are working hard to create the fairest interview process possible.

**If you are interested in working with us, get in touch.
Email info@touchlab.io with your CV and a short introduction.**

Visa sponsorship is available for overseas skilled workers.

We are an Equal Employment Opportunity (EEO) employer and do not discriminate on the basis of race, colour, national origin, religion, gender, age, veteran status, political affiliation, sexual orientation, marital status or disability.