

Quantum entrepreneur

As a quantum entrepreneur, you will have an idea for an innovative practical application in the field of quantum technologies and will use your understanding of quantum technologies, combined with your business experience, to create a start-up company to commercialise your technologies and make them widely available.



What does the role involve?

- Development of technologies or services
- Raising funding
- Pitching to potential investors
- Marketing technologies or services
- Selling technologies or services
- Financial management
- Attending conferences and tradeshows
- Working with customers and clients
- Managing a team
- Project management



What subjects should I do well in at school?

Physics, Computer Science, Electronics, Business Studies.



What qualifications do I need?

There are no specific requirements for this role, however, quantum entrepreneurs often come from a background where they have gained technical qualifications such as PhDs in quantum technologies and have experience working directly with the technologies. However, given that a great deal of the work of this role is business related, any business or management qualifications would be highly beneficial.



Where would I work?

Offices, laboratories, sometimes remote working. Domestic (and sometimes international) travel is common.



What skills and attributes are required?

Understanding of quantum, understanding of the market for quantum technologies, good working knowledge of business practices (e.g. marketing, sales, finance, recruitment, etc.), time management, project management, people management, ability to manage intellectual property, good written and verbal communication, innovativeness, resilience, creativity.



What work experience would be helpful?

Hands-on experience of working with quantum technologies, commercial experience (could be from an internship or industry collaboration), sales experience, project and people management experience.



What about career progression?

Quantum entrepreneurs can grow their business from a small start-up to global corporations, therefore the progression opportunities are unlimited!

CASE STUDY



Dr Max Sich

Max undertook an undergraduate degree in Physics, with a specialism in quantum physics, followed by a master's in quantum, before undertaking a PhD at the University of Sheffield. He also studied remotely for a degree in Finance and Economics from the London School of Economics. Max held postdoctoral positions at the University of Sheffield, before leaving academia for a career in business and eventually launching quantum start-up, AegiQ. Find out more about Max's journey at: (tinyurl.com/careersinquantum).



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