

Automata

Built the sales function that replaced founder led selling.

Challenge

Automata needed to move beyond founder led sales and build a repeatable commercial model.

Without dedicated enterprise sales talent, scaling adoption of their robotics solutions was limited.

Solution

Quanta partnered with leadership to define commercial roles, benchmark compensation, and run a focused search for enterprise sales professionals who could represent the product with credibility in complex environments.

Outcome

Automata built a dedicated sales function that now drives adoption and revenue across key markets, enabling the business to scale with confidence.