



Job Title | Sales Account Executive

VoCoVo Company Overview

Every day, 50,000 people in 5,000 locations are doing business using VoCoVo technology. Our devices connect and deliver technology to deskless and remote workers.

VoCoVo is a leading voice & technology Challenger brand – many of Britain’s biggest household names rely on our voice communication technology to connect their workforces: Tesco, Co-Op, TK Maxx, Primark. We work with big names, but we operate a lean team. 50 of our 80 employees work in Research and Development, leading the way in developing voice-activated software for business.

We’re now ranked 5th in the Sunday Times Tech Track 100. We know we can better that.

Our year-on-year growth has been exponential, up 2,500% in the last 4 years. It’s still accelerating. We can better that too. In 2021 our ambition is to expand further into the European and North American marketplaces. We’re ambitious. We like a challenge.

Due to exceptional year on year growth and expansion into new territories and markets we are looking to recruit a Sales Account Executive. This role is for someone who is hard working and self-motivated, focused and organised, and is looking for a role where they can learn and grow on the job to achieve their potential.

You will be an experienced professional looking to join a company which will enable you to achieve a personal best, as well as a company best. We will back those who challenge us and in return we take care of their personal welfare and wellbeing.

We offer challenge, autonomy, personal growth and reward.

We require commitment, high performance, integrity and personal responsibility.

We are seeking a Sales Account Specialist who can match our game – and raise it.

Strongbyte Solutions trading as **VoCoVo UK**

Wychwood Business Centre, Milton Road,
Shipton-Under-Wychwood, Oxfordshire, OX7 6XU

T: +44 (0) 3301 373789 | E: hr@vocovo.com



The Successful Candidate will

- Be credible, presentable and engaging and able to create instant rapport
- Present and discuss the VoCoVo solutions with confidence and enthusiasm following training
- Support the Account Managers in driving our monthly recurring revenue
- Complete the day to day admin and handles ad hoc queries from the client contacts
- Work closely with retailers during roll-outs of the VoCoVo products.
- Collaborate with the warehouse and customer service teams to support client queries
- Keep excellent and up to date records of customer details and activity

Skills and Qualifications required

- Minimum 2 years proven experience in working with retail customers in business development, international sales or key account management at B2B level or has a relevant degree
- Highly organised with the ability to work across multiple accounts and projects
- Ability to keep accurate and comprehensive records
- Self motivated and confident when proactively contacting and engaging customers
- Able to overcome objections positively and engage true partnership working
- A clear, confident and persuasive communicator - able to influence all stakeholders both client and internal
- Skill and ability to support in preparing and delivering client-focused presentations and documentation
- An effective listener
- Strong verbal and written communication skills
- Computer literate
- High level of persistence, with a "can do" attitude
- A Team player is essential, in line with our 1- team company value
- A passion for excellent customer service

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VoCoVo

What we can offer you:

- A truly unique challenge in one of the UK's fastest growing tech companies
- Lots of personal career opportunities as we scale up
- A future-facing business with the goal of becoming a Times Top 100 Company
- Team culture with an employee-wide bonus scheme linked to annual results
- A sector where you will see the outcomes of your work at use in everyday life

The Package

- Competitive salary
- 25 Days holiday + bank holiday
- Contributory pension scheme
- Life assurance & Private medical insurance
- Employee assistance programme
- Free on-site company parking
- Cycle2Work scheme
- Enhanced maternity & paternity package
- Training & development

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