



Job Title | Sales Account Manager

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 Manager. You will play a crucial role in sustaining those lasting, trusting relationships with current and future clients, working closely with the marketing and R&D team also.

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

- Build rock-solid relationships with key stakeholders within Tier 1 retailers and serve as their lead point of contact
- Manage the client contact projects and liaises effectively and persuasively with VoCoVo teams
- Develop new business with existing clients, including upselling and cross-selling.
- Drive our monthly recurring revenue, negotiate contracts and close agreements in line with company targets
- Work closely with retailers during roll-outs of the VoCoVo products
- Collaborate with the sales team to nurture new business, suggesting creative ways to target potential leads
- Forecast and track client account metrics
- Keep excellent and up to date records of customer activity and share account developments as soon as they arise to internal teams and external stakeholders

Skills and Qualifications required

- Minimum 7 years proven experience in business development, international sales or key account management at B2B level with demonstrable experience of managing tier one retail accounts
- Ability to handle multiple accounts and make each client feel that they are valued
- Self motivated and confident when proactively contacting and engaging customers
- Able to overcome objections positively and develop true partnership working
- A clear, confident and persuasive communicator able to influence all stakeholders both client and internal
- Proven experience delivering client-focused solutions to customer needs
- A listener as well as an arch negotiator
- Strong verbal and written communication skills
- Computer literate - good knowledge of the google suite would be useful
- High level of persistence, with a "can do" attitude
- A Team player is essential, in line with our 1- team company value

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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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