



Business Development Manager | Job Description (Job Location – Germany)

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 we are looking to recruit a Business Development Manager. This role is for an ambitious, highly motivated salesperson with a drive for growth.

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 Business Development Manager 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:

- Participate in developing sales strategy in line with business objectives
- Develop a clear pipeline of European opportunities for the allocated industry
- Prospect to generate leads and follow up sales leads generated by in house activities in line with agreed service levels between sales & marketing
- Build business cases that demonstrate the total cost of ownership (TCO) and return on investment (ROI) of VoCoVo to retailers
- Produce and deliver amazing sales presentations to senior decision-makers and directors that zone in on their key pain points that we can solve
- Negotiate confidently on multi-million deals and protect the businesses interests
- Build customer relationships at all levels, to create customer demand from scratch and up-sell to existing accounts
- On-going account management, to include quarterly meetings with existing customers and support partners
- Constantly measure progress while auditing processes and adapt strategies.
- Work collaboratively with the sales & marketing team

Skills and qualifications required:

- The ideal candidate will demonstrate B2B consultancy sales experience in their CV
- You will have worked with tier 1 retailers and built and sustained long lasting customer relations
- You must be motivated and proactive with excellent time management and organisational skills

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
- Competitive Package

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If you are excited by this challenge then we want to hear from you.

To apply please forward your CV and covering letter, detailing why you feel this role is the perfect for you to hr@vocovo.com

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