



Sales Engineer | Job Description

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 they are looking to recruit a Sales Engineer. This role is for someone who is hard working and self-motivated, technical minded and organised, and is looking for a role where they can grow their sales career.

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 Engineer 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:

- Effectively liaise with the product and sales team
- Deliver technical sales presentations tailored to meet the needs of prospective customers
- Conduct demonstrations in meetings with high level executives of retailers
- Attend client meetings across Europe with the sales teams
- Develop quotes and proposals based on clients' needs
- Run software trials with agreed outcomes
- Recommend bespoke packages based on technical knowledge and customer needs
- Forge relationships and integrations with other software vendors to expand their software
- Work with Product team to develop and improve their offering in line with clients' needs

Skills and qualifications required:

- The ideal candidate will have a passion for tech and demonstrable experience in a sales environment
- You must be a confident communicator with the ability to deliver presentations to our tier 1 clients
- We will expect you to be able to build and foster key technical relationships with prospective software partners
- Professionally presented and a team player attitude is essential

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

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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

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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