



Job Title | Business Development Executive US – Junior Role

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 the biggest household names rely on our voice communication technology to connect their workforces: Tesco, Co-Op, Halfords, B&Q, TK Maxx, Primark, ASDA Walmart. 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 the US we are looking to recruit a Business Development Executive to help us achieve our vision for the region. This role is for a sales superstar with experience selling to retailers and is looking for a role where they can grow their exciting career in sales.

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 Executive 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



About You

You will be an ambitious new business hunter willing to kick down doors and create new opportunities. You will be highly proactive in initiating conversations and closing deals.

- Experience in new business development and a track record delivering client focused solutions
- High level of self-motivation
- Clear, confident and charismatic communication with the ability to influence stakeholders at all levels
- Active listener and arch negotiator
- Strong verbal and written communication
- Team player

The Role

- Actively contribute fresh, innovative ideas into planning of 2022 sales strategy
- Create a powerful pipeline of new business opportunities in the US
- Generate leads and follow up other potential new business initiated by in house activities
- Build robust business cases for retailers including TCO and ROI
- Present outstanding sales presentations to decision makers at Director level
- Negotiate confidently on multi-million deals
- Develop and maintain customer relationships at all levels
- Work collaboratively with sales and marketing team

What's in it for you?

- An autonomous role where you are the master of your own destiny
- Personal career opportunities as we scale
- Opportunity to be part of an exciting growth story
- Competitive salary and commission (20% OTE)
- 20 days PTO
- Variety of health insurance options

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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