



## Job Title | Sales Engineer US

### 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 5<sup>th</sup> 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 Sales Engineer who can match our game – and raise it.

**Strongbyte Solutions** trading as **VoCoVo UK**

Wychood Business Centre, Milton Road,

Shipton-Under-Wychood, Oxfordshire, OX7 6XU

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



## About You

You will be an ambitious new business hunter with experience selling large deals to retailers. You will be highly motivated and proactive in building relationships and closing deals with major retailers in the US.

- Strong experience in tech sales
- Experience delivering sales presentations at a highly technical level
- Clear, confident and charismatic communication with the ability to influence stakeholders at all levels
- Strong verbal and written communication
- Proactive and self-motivated
- Team player

## The Role

- Contribute fresh and innovative ideas into VoCoVo's presales strategy
- Deliver technical sales presentations tailored to meet the needs of prospective customers at Director level
- Lead the technical sales process from developing quotes to running software trials and POC
- Generate leads and follow up other potential new business initiated by in house activities
- Support and work collaboratively with sales and marketing team
- Recommend bespoke packed based on technical knowledge and client needs
- Develop and maintain customer relationships at all levels

## 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)

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- Health Plan

VoCoVo will provide a 90% health insurance contribution towards an individual plan, Or 75% towards a family plan coverage. This contribution is dependent on Employee enrolling in a Company sponsored medical plan and is subject to change at open enrolment or at Client's discretion. Dental, Vision, and all remaining ancillary benefits will be voluntary.

- Leave

20 Days of PTO annually, accrued at a rate of 1.67 days per month.

- Retirement (this is a standard pension scheme in the US)

Retirement Contribution: Safe Harbor 401k, with the company matching 100% of the first 4% of each Employee's contribution and 50% of the next 2%. Employees are required to contribute to their 401(k) to receive the match.

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](mailto:hr@vocovo.com)

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