



## Head of Partner Sales | Job Description

Blended Working (2 days a week based in Cheltenham UK Office)

Ref: R00071

### 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 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 2022 our ambition is to expand further into the European and North American marketplaces. We’re ambitious. We like a challenge.

We are now looking for a Head of Partner Sales to build and execute a partner channel that delivers exceptional 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 Head of Partner Sales who can match our game – and raise it.

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

Wychwood Business Centre, Milton Road,  
Shipton-Under-Wychwood, Oxfordshire, OX7 6XU

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



## Responsibilities

- Identify and recruit new partners globally including the US, EU, AUS and NZ
- Identify and plan business growth, whilst working closely with the Sales and Marketing Directors and Head of Direct Sales
- Work to create a compelling company-wide vision for partnerships and shape the business processes
- Execute partner plans and deliver against (and exceed) partner goals
- Plan both short and long-term goals
- Provide ongoing training and support for 1 direct report and a growing the team
- Manage existing partners and expand the team going forward
- Monitor, interpret and report on sales data to management

## Requirements

- Experience working in the voice technology/headset technology or other software tech industries
- Experience in new channel development from scratch
- Experience managing technical partnerships
- Excellent attention to detail
- Ability to work to deadlines and timescales
- Strong, confident negotiator with contract experience
- 50 miles from Cheltenham – 2 days a week in the office

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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