



## Global Technical Sales Manager | Job Description

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

Job Reference Number: R00112

### 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. 30 of our 80 employees work in Research and Development, leading the way in developing voice-activated software for business.

In the Best Companies league table we are ranked number 37 on the list of best small companies to work for in the UK, and third overall in the telecoms sector. We know we can better that.

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 Global Technical Sales Manager who can match our game – and raise it.

### Overview

We are looking for a Technical Sales Manager to help the global sales team win new deals by supporting them with high-level product and knowledge training, and by attending customer meetings and discussions that require deep technical product insight.

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

Wychwood Business Centre, Milton Road,

Shipton-Under-Wychwood, Oxfordshire, OX7 6XU

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## Key Accountabilities

- Deliver thorough and detailed sales training
- Build and manage a training matrix that clearly defines training required and success criteria
- Be responsible for the upkeep and management of our training collateral, ensuring it is always up to date and detailed
- Manage the training of new product launches to the sales team, whilst also keeping them up to date with product developments and enhancements
- Work closely with the Sales leadership team to ensure all colleagues achieve a standard level of knowledge identified
- Ensure all territories received sufficient training and are equipped to succeed in their sales roles
- Provide in-depth and detailed technical knowledge
- Join customer meetings when required to present and discuss technical overviews, deep-dives and discussions, providing the depth customers require. This could include Telephony, API integration, and a multitude of other solutions.
- Ensure all relevant collateral is up-to-date and available for your conversations and meetings
- Act as the 'link' between product and sales, providing the sales team and customers with product updates whilst relaying customer feedback back to the product team for continued development

## Requirements

- Demonstrable experience working in a technical sales position
- In depth knowledge of hardware and SaaS
- Positive attitude
- Proactive
- Strong time management skills
- Dependable, trustworthy and adaptable
- Build and hold strong relationships
- Within 50 miles of Cheltenham

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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