



Business Development Manager – UK | Job Description

**Blended Working (3 days a week based in Cheltenham UK Office)

Ref: R00083

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.

We are now looking for a UK Business Development Manager to confidently sell the VoCoVo brand and the benefits it brings to the rest of the UK market – securing major roll-out deals, negotiating contracts, and managing multiple long sales cycles.

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 BDM 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



Responsibilities

- Picking up current projects and take them forward to roll-out
- Acting as the direct point of contact for all stages of the sales cycle before handing them over to the Accounts team once completed
- Building strong relationships with operational, managerial and executive level personnel
- Forecasting new business opportunities up to 18 months in advance
- Selling our suite of hardware and software to increase our ARR
- Working closely with our lead generation agency, taking new business meetings when required
- Creating strategic project action plans
- Working with the Head of Sales and Continuous Improvement Manager on improving sales processes
- Selling DaaS contracts to new and existing customers to ensure all new customers take our connected store package
- Working closely with and coach the Sales Project Lead where appropriate
- Ensuring customer contracts are in line with our risk matrix
- Building clear and concise SoW documents that can be negotiated between the customer and VoCoVo
- Building and delivering detailed, engaging presentations to the relevant personnel
- Liaising with and involving key internal stakeholders, ensuring they are involved as and when appropriate

Skills & Requirements

- Experience selling to major retailers in the UK
- Experience working in the voice technology or headset technology industries
- Highly motivated individual with a positive attitude
- Driven and competitive
- Driven to meet (and exceed) targets, as well as meet deadlines
- Business creation and sales consulting skills
- Strong, confident negotiation skills
- 50 miles from Cheltenham – 3 days a week in the office

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What we can offer you

- Personal career opportunities as we scale.
- A dynamic team culture with a discretionary bonus scheme

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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