



Commercial Manager

VOCOVO Company Overview

VoCoVo are a leading voice & technology brand working with some of the world's biggest retailers. You may have seen our equipment in places like Tesco's, Co-Op, TK Maxx, Primark and Pets At Home to name a few... We now have over 50,000 people in 5,000 locations using our product every day!

The business achieved 2,500% growth within the last 4 years here in the UK and is now looking to cement our position as a leader in this field by expanding our reach into Europe and North America.

What we can offer you:

- A truly unique challenge in one of the UK's fastest growing companies
- An autonomous role where you are the master of your own destiny
- Lots of personal career routes & opportunities as we scale
- A business with the goal of becoming a times top 100 company by 2021
- Team culture with an employee-wide bonus scheme linked to annual results
- Free fruit, social committee and great employee benefits
- The latest Macbook Pro's and a G-Suite for business company
- A sector where you will see the outcomes of your work in everyday life
- A diverse and ambitious leadership team

Purpose of role

We are looking for a Commercial Manager who can work with our customers managing their expectations and coordinating projects so they are delivered on time. Once our sales team have agreed the sale with the customer the Commercial Manager will manage the entire contractual process until the project is handed to the operations team for implementation, but will continue to coordinate the process to ensure the product is delivered on time..

Key responsibilities

- Initial planning and managing projects of varying size and complexity, upholding the terms agreed by the sales team.
- Managing multidisciplinary, cross organisational teams to produce project deliverables i.e. sales, operations, IT and installation.
- Preparing customer contracts and negotiating terms
- Prepare Statement of Works
- Ensure compliance with customer information security requirements
- Lead all stakeholders to achieve project milestones
- Be the point of contact for customers and manage expectations
- Work towards continuous improvement

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Skills and personal qualities required

- Excellent communication (written and oral) and interpersonal skills
- Proficient In the use of Macbook Pro's and G-Suite is desirable
- Excellent project coordination experience and skills
- Self-motivated, work well independently and in a team setting under time constraints
- Quality focused. Ability to work analytically with a proactive approach to problem-solving
- Business acumen with a customer service focus.
- Solutions driven

The Package

- 37.5 Hours per week
- Company bonus scheme
- 25 Days holiday + bank holidays
- 5% contribution match pension
- Life assurance
- Private medical insurance
- Employee assistance programme
- Free on-site company parking
- Cycle2Work scheme
- Professional subscriptions
- Enhanced maternity & paternity package
- Personal training & development budget