



## New Business Hunter

### The Package

- 37.5 Hours per week
- £35,000 - £45,000 annual salary [DOE]
- £6,000 annual car allowance
- 50% 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

### 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

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- 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

## Role Description

Reporting to the Sales & Marketing Director, you will be a critical addition to New Business team focussing primarily on Tier 1 UK Retailers with over 200 stores. You will be a new business hunter keen to hit the ground running by getting a foot in the door and demonstrating to key decision makers within these target companies the value the VOCOVO product can offer them.

This is a hands-on role in a fast-paced startup environment supporting business growth which will span both new business prospecting and closing of existing opportunities.

- Work with the Sales Manager to develop sales strategy in line with business objectives.
- Develop a clear pipeline of UK opportunities that will assist you in meeting your goals over the next two years.
- Generate your own and follow up sales leads with big retailers generated by in house activities in line with agreed service levels between sales & marketing.
- Be able to build business cases that demonstrate the total cost of ownership (TCO) and return on investment (ROI) of VOCOVO to retailers.
- Produce and deliver amazing sales presentations to senior decision makers and directors that zone in on their key pain points that we can solve.
- Be able to negotiate confidently on multi-million deals and protect the business with basic commercial legal common sense.
- Hit your financial goals!

To be successful in this role you will be a hungry sales professional with a broad range of experience across the full sales cycle. A confident self-starter, you'll be able to make an impact from day one, taking ownership of the role and implementing a successful sales strategy, while working closely with the Sales & Marketing Director to realise his vision.

Other key skills and attributes that are essential to this role include:

- An excellent track record and skilled at B2B consultancy sales.
- At least 5 years relevant sales experience with a strong track record of delivery.
- Telephony, VOIP and/or enterprise software experience is very desirable.
- Business related degree and/or professional qualifications/certifications.
- You will be familiar with Hubspot software and sales enablement methodologies.



- A passion for data-driven sales and working to defined sales cycle but always looking for improvements.
- Past experience selling into tier 1 retailers would be a distinct advantage.