

SALES EXECUTIVE

Location: Cambridge, UK
Contact: careers@speechmatics.com

“Working for a company focussing on machine learning and speech recognition makes you realise you are working in the thick of the next big leap in technology. The Speechmatics sales team operates in a fast paced, highly communicative environment talking to and building relationships with a diverse set of customers and industry professionals. Seeing how voice to text can help scale processes within businesses in a way that was never possible manually, creates a hugely exciting environment.

- *Catherine King, Sales Team at Speechmatics*

Background

Speech technology is one of the most popular discussion items right now, yet speech interaction is limited to “Alexa, turn on the light”, or “Siri, where is the nearest coffee shop?” We are taking speech technology to the next level using our expertise in machine learning and speech-to-text technology to enable our partners and customers to use conversational speech recognition. Our solutions power subtitling on TV, content discovery for videos, compliance solutions in banks, improve efficiency of meetings, and many other uses. Our mission is to improve human communication with a global speech engine that works and put speech back at the heart of communication.

At Speechmatics you’ll be working with some of the smartest minds in the industry. You’ll work in an ambitious team who care about driving growth for the business while providing an outstanding experience for our customers. We’re standing alongside some of the biggest players in the world of speech and you’ll get to bring ideas to the table that will help push the boundaries of our capability. You’ll get to try stuff and develop your own skills while immersed in a progressive and great company culture. You can enjoy benefits including, share options, healthcare, life assurance, Bike Doctor, massages, Brew Dogs in the fridge, no red tape, a top end laptop and much more. We’re building a company that truly strives to be world-leading and we’re looking for people who wholeheartedly believe they can be additive to our culture and get stuff done. If that’s you, carry on reading.

The Opportunity

You’ll be joining the Speechmatics Sales team, playing a pivotal role in driving company growth and success. The market for Speech technology is growing fast and our partners and customers love our world-class speech recognition software. We are expanding the Sales team to address this rapidly increasing demand, building out a dynamic Sales capability that will deliver significant growth over the coming years. As a Sales Executive, you will play a senior role in the Sales team, driving new business revenue through prospecting, managing and closing deals with some of our most significant and high-potential customers.

You don’t need prior experience of Speech technology (although obviously that would help), but you do need experience of selling complex technology (ours is “headless” tech, often integrated as part of our partners’ whole product stack). This needs to be blended with extensive sales experience and creative commercial acumen. We have great product market fit, but our market opportunities and commercial model continue to evolve almost as fast as the technology does – so you will thrive working with ambiguity and pioneering new revenue opportunities in a fast-paced constantly evolving environment.

This role is part of a fast-growing, ambitious, ground-breaking, scale-up company in the heart of the Cambridge tech cluster. The ideal candidate will be interested in helping the business expand and mature through the introduction of new ways of working and the application of experience learnt elsewhere

(in parallel with selling and winning new business of course!). The successful candidate will have a genuine opportunity to shape the future of the company.

Key Responsibilities

- Driving and delivering sales – selling into new partners and customers, and upselling where applicable with existing customers and partners
- Generate, manage and prioritise an end-to-end sales pipeline in order to exceed sales targets and assist the business in hitting its broader financial targets;
- Liaise with Marketing to identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales;
- Evangelise Speechmatics' vision and value proposition.
- Support build out of a high-performing sales team (bring to bear experiences, best practices, coaching and continuous improvement initiatives)
- Build and maintain a thorough knowledge of the market, industry trends, the solutions/services the company can provide, and the Competitive landscape
- Ensure that data is accurately entered and managed within the company's CRM system so as to ensure robust pipeline management and forecasting

Requirements

Essential

- Proven ability to close commercial deals and exceed sales targets;
- Experience selling complex technical solutions (to a range of different stakeholders e.g. technical, commercial, executive, partners, resellers)
- Strong team player who will help develop and support other team members
- Quick learner and plenty of initiative
- Highly developed written and spoken communication skills;
- Ability to operate in a fast-moving, often unstructured environment
- Dynamic and customer-centric with gravitas, energy and presence
- Strong commercial acumen
- Ability to work independently

Desirable

- Experienced in a high-growth environment - adept at interfacing across all areas of the organisation, in particular Product and Engineering teams
- Experience with speech technology

Salary

Competitive salary and OTE (dependent on experience), flexible working and some awesome [benefits & perks](#).

The role is based in Cambridge, and there is a need to be on-site each week, but there is flexibility around remote working.

Interested?

Get in touch! Send your CV and covering letter to careers@speechmatics.com.