

VP SALES & BUSINESS DEVELOPMENT

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 speech-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 at the moment, 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 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 use-cases. 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 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

We are expanding our Commercial team to take advantage of the massive opportunity being presented by machine learning and speech recognition. We need a dynamic, accomplished VP of Sales and Business Development with a proven track record in a similar ‘start-up to scale-up’ environment who is capable of contributing to the overall success of the business, leading and motivating a growing sales team as well as getting their sleeves rolled up and closing business with large partners and digital brands. If you are a VP of Sales and Business Development that has a collaborative approach to working, is adaptable and relishes owning complex problems in a dynamic and challenging (but very enjoyable) working environment then this could be the ideal role for you.

The successful candidate will be interested in helping this friendly and ambitious business expand and mature through the introduction of new ways of working and the application of experience learned

elsewhere, in parallel with winning new business on an international basis. The success of the company hinges on finding new customers that wish to commercialise the exciting opportunities offered by speech recognition technology. The role of leading and directing the business development, sales, account management and commercial management functions is therefore of fundamental importance to Speechmatics.

The ideal candidate will relish the breadth of responsibility required to work in a smaller organisation and will be solely responsible for all aspects of the sales pipeline, from setting the sales strategy and working with Marketing in the definition of impactful campaigns through to pricing, demand generation and commercial negotiation. No prior experience of speech recognition is necessary, however experience in selling leading-edge technology both through partner channels and directly would be a distinct advantage. All-in-all this is an unrivalled opportunity to set up and shape a commercial function to deliver results for a business with huge growth aspirations.

Key Responsibilities

- As a member of the Speechmatics Leadership Team, work with the CEO to drive the growth of the business and contribute to the definition and delivery of the company strategy
- Set a sales and business development strategy, forecast sales targets and ensure they are met
- Generate, manage and prioritise a sales pipeline in order to exceed sales targets and assist the business in hitting its broader revenue/margin targets
- Manage and develop a strategy to ensure effective Account Management for renewals and upselling to our strategic partners and customers
- Lead the growth strategy of the business into other markets and territories
- Lead, motivate and shape the sales, business development, technical sales, sales operations and account management teams
- Personally lead company business development activities and close contracts with large-scale strategic customers
- Liaise with Marketing to identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales. Work collaboratively to define impactful sales collateral and other thought leadership material
- Oversee client negotiations to ensure that the business being won is profitable and easy to administrate for the rest of the business
- By working with other members of the management team, maintain a thorough knowledge of the market, the solutions/services the company can provide, and of the company's competitors
- Ensure that pipeline management and sales performance is accurately recorded to provide transparency to the rest of the business and ensure that ongoing improvements are made to enhance business performance

Requirements

Essential

- Proven ability to lead and develop a sales team in a start-up environment to deliver exceptional results in terms of revenue growth, profitability and total number of new client contracts
- Strong team player who will help develop and support all members of the Sales team
- Experience of strategic and consultative selling methodologies, including their application through partner channels and directly
- Experience selling complex technical solutions (to a range of different stakeholders e.g. technical, commercial, executive, partners, resellers)

- Experience of working in high growth small and/or entrepreneurial businesses
- Proven ability to close commercial deals and hit sales targets
- Highly developed written and spoken communication skills
- Rudimentary knowledge of commercial contracts in order to review and make simple drafting changes
- Numerate, with the ability to construct complex, accurate commercial proposals

Desirable

- Formal training in Miller Heiman, Predictable Revenue or other similar strategic sales methodologies
- Experience of using CRM packages to provide transparency and implement changes to deliver business benefit
- Proficient in public speaking to audiences in excess of 100 people

Salary

Competitive salary (dependent on experience), commission structure and share options, flexible working and some other awesome [benefits & perks](#).

Interested?

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