

## Job Description

Job Title:	Business Development Representative – EMEA Region – Spanish Speaking	
Department:	Sales	
Location:	UK	
Country:	UK	
Level:	People Manager	
Reports To:	VP – Global Sales	
Role Type:	Permanent Full-Time	
Contracted Hours/Days:	Full time – 37.5 hours	Updated 13 <sup>th</sup> April 2021

### About Us

Reveal Media specialises in Body Worn Camera systems that capture evidence from a first-person perspective. This equipment has a proven and major impact on crime reduction, abuse against the wearer and the associated cost reductions.

We have become the most successful European company in this rapidly expanding market and have sold our equipment to the majority of Police Forces in the UK as well as many local authorities and private organisations. Reveal Media has also sold into over 40 countries and is rapidly expanding its international activities.

It's an exciting time to work for Reveal as we continue to lead the world in the development and application of Body Worn Video Technology.

### Purpose of the Role

Reveal are looking for a Spanish speaking Business Development Representative. Your role will be to seek new business opportunities across Spain by contacting and developing relationships with potential customers.

To be successful in this role, you should have previous experience developing leads provided by marketing campaigns and meeting sales quotas. You will use your communication skills to cultivate strong relationships with customers, from first contact until you close the deal. You will also ensure proper after-sales service. If you are motivated and results-driven, and enjoy working in a team environment, we'd like to meet you.

Ultimately, you will boost sales and contribute to our long-term business growth.

European travel will be expected (25%).

### **Responsibilities**

- Qualify leads from marketing campaigns as sales opportunities
- Contact potential clients through a range of mediums (Linkedin, networking, referrals, calling)
- Present Reveal to potential clients
- Identify client needs and suggest appropriate products/services
- Build long-term trusting relationships with clients
- Proactively seek new business opportunities in the market
- Report to the Head of EMEA on monthly sales results
- Ensure CRM is accurately maintained
- Achieve Sales Quota for the region

### **Qualifications, Skills and Experience**

#### **Essential**

- Native / Fluent Spanish speaker (in additional to English)
- High drive and energy
- Confident and effective communicator
- Maturity and strong work ethic
- Good time management, attention to detail, ability to handle pressure and deal ambiguity
- Be able to communicate effectively to both technical and non-technical customers
- 2+ Years B2B Sales Experience

#### **Desirable**

- Technical background with a good appreciate of IT software and hardware
- Ability to speak additional languages
- Experience in sales to Public Sector
- Familiar with Salesforce.com

Employee Name:	Line Manager:
Signature:	Signature:
Date:	Date: