

Job Description

Job Title:	Sales Engineer - UKP	
Department:	Sales	
Location:	Kingston	
Country:	United Kingdom	
Level:	Individual Contributor	
Reports To:	Head of Sales UKP & UKNP	
Role Type:	Permanent Full-Time	
Contracted Hours/Days:	37.5	16 th March 2021

About Us

Reveal 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 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

The purpose of this role is to work alongside the UK Account Manager in driving revenue from Key Accounts within the UK. Key Accounts comprises of Police forces and revenue is gained from the growth of existing Key Accounts and successful onboarding of new customers.

With increased competition within the Police Industry, it is key that both existing and potential customers are kept in constant communication to ensure service levels are maintained and are kept up to date with the rapid progression within the technology available.

UK travel expected (25%)

Responsibilities

Project Management

- Daily project management of existing client integrations, upgrades and migrations
- Collate information on any additional/new requirements.
- Arrange and attend meetings between all relevant customer stakeholders and Reveal's Technical Account Manager and UK Police Account Manager
- Assist the UK Police Account Manager in identifying potential new use of existing technology.
- Understand product requirements from a customer perspective.
- Support Complex Sales Presentations

Business Development

- Continue to develop and improve sales presentations and pitches to help gain access to new customers.
- Assist UK Police Account manager to identify and approach a range of diverse stakeholders in non-customer UKP BWV solutions.

Sales Reporting

- Ensure UK Account Manager is aware of products required to meet demand Industry Sector Management (Police)
- Communicate industry sector needs for technology and/or service within the business as these are identified.
- Attend trade shows as required.

Sales Documentation

- Assist in the development of gold standard documentation to support integrations and projects.
- Create Case Studies around new uses of BWV Technology to encourage uptake amongst a wider range of customers.

Qualifications, Skills and Experience

- Ability to articulate product features against customer needs.
- Excellent numerical and communication skills
- Project Management skills
- Experience in selling technical solutions.
- Experience of interacting with a large number of key project stakeholders.
- Experience with Salesforce

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- Technical interest with a good appreciation of IT software and hardware
 - Be able to communicate to both technical and non-technical customers
 - B2B sales experience

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