

Job specification

Role	US Sales Director, Loss Prevention Sales
Package	\$110,000 salary and performance-based compensation scheme
Based	From home
Start	Immediate

Help reduce staff theft by up to 80%

About Thruvision

Thruvision is the leading provider of next-generation people security screening technology. Using patented “*Passive Terahertz Technology*”, Thruvision is uniquely capable of detecting metallic and non-metallic threats including weapons, explosives and contraband items that are hidden under clothing, at distances up to 10m. Addressing the growing need for fast, safe and effective security, Thruvision has been approved by the US Government’s Transportation Security Administration (TSA).



Thruvision’s unique passive terahertz technology allows a user to see the size, shape and location of stolen items concealed in clothing

Now operationally deployed in 20 countries, Thruvision applications include airport and surface transport security, entrance and public area security, customs and border control, as well as retail supply chain loss prevention.

Listed on the London Stock Exchange’s Alternative Investment Market (AIM), Thruvision has offices near Oxford, UK and in Washington DC.

Thruvision and Loss Prevention

Online sales growth continues to accelerate, meaning more and more leading brands, retailers and retail logistics providers are looking to strengthen their supply chain security. Staff security screening is a key part of this but can be time consuming and a cause of major staff dissatisfaction if not managed carefully.

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Leading UK Fortune 100 companies including Next, Matalan, Morrisons, Sports Direct, Sony, JD Sports and Hermes have turned to Thruvision to help solve this problem. Thruvision's completely safe and respectful people-screening technology allows companies to quickly screen staff for stolen items and avoids the need to conduct physical searches.

The return on investment is impressive, with our customers reporting an 80% reduction in staff theft and improvements in employee relationships as a result of installing Thruvision. The internationally recognized "*Sensormatic Global Shrink Index*" estimates that staff theft accounts for losses in excess of \$10 Billion per year in the US, meaning most Thruvision customers enjoy a full Return on Investment in under 6 months.

The outstanding progress we have made was recognized by the leading UK Loss Prevention association, Retail Risk, winning multiple awards including "Best Newcomer" (UK 2018 and Australia 2019), and "Most Innovative Physical Solution" (Australia 2019).

About the role

Following our success in the UK, the US Loss Prevention market now represents a very major growth opportunity for Thruvision, and an experienced Sales Director is sought to help drive this area forward.

The successful candidate will bring significant knowledge and experience of selling high value technology solutions in the Retail Loss Prevention and Security sector. The successful candidate will be highly driven, extremely well connected at executive level and be able to demonstrate a successful track record of using strategic sales techniques to both penetrate new accounts and upsell existing relationships.

The individual will be supported with a team based in Thruvision's US Headquarters in Ashburn, VA, about 10 minutes from Dulles International Airport. Significant levels of marketing support in the form of case studies, customer references and loss prevention thought-leadership will be available.

Most importantly, the successful candidate will need to feel at home in a small, hard-working technology-led company, with a strong "roll your sleeves up" culture.

Compensation

- Base salary of \$110,000 per year
- Generous sales commission package
- Benefits including medical, paid time off and life insurance
- Based from home, although significant travel required

More information from

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