

Job specification

Role	Sales Director Europe, Loss Prevention Sales
Package	€85,000 plus benefits and performance-based reward scheme
Based	From home in either Germany, France or the Netherlands
Language	Fluent spoken and written English as a second language
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

Job specification



is a key part of this but can be time consuming and a cause of major staff dissatisfaction if not managed carefully.

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 recognised "*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 recognised 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

Loss Prevention represents a major growth opportunity for Thruvision, and an experienced sales director is now sought to help drive this area forward in Europe.

The successful candidate will bring significant knowledge and experience of selling high value technology solutions in the Loss Prevention and Security sector. They 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 into existing relationships.

The role will cover Europe, and include all existing customers in this region. The individual will be supported with a small team including a dedicated pre-sales support engineer. 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.

Package

- Base salary of €85,000 plus benefits
- Participation in annual personal performance-based reward scheme
- 25 days holiday per annum plus bank holidays
- Based in Europe from home

More information from

Alex Brundle

VP Loss Prevention

alex.brundle@thruvision.com

*Thruvision Limited
121 Olympic Avenue
Milton Park
Abingdon
Oxon, OX14 4AS*

www.thruvision.com