

## JOB DESCRIPTION

Role: Sales Manager

Reports to: Regional Sales Director (UK based)

Location: Remote (UK)

Department: Sales

## COMPANY OVERVIEW

### WHO ARE WE

Thruvision is a leading developer, manufacturer and supplier of advanced AI-based people-screening security technology internationally. Our technology is deployed in more than 30 countries around the world by government and commercial organisations in a wide range of security situations, where large numbers of people need to be screened quickly, safely and efficiently. Thruvision's patented technology is uniquely capable of detecting concealed objects in real time using advanced AI-based detection algorithms. The Group's offices are near Oxford, UK and in Virginia, USA. It is an AIM listed company. [www.thruvision.com](http://www.thruvision.com).

Thruvision is the global leader in **people-screening technology**, helping organisations see the unseen safely, respectfully, and efficiently. Our patented passive terahertz imaging technology is trusted by leading retailers, logistics operators, and government agencies around the world to prevent theft, protect staff, and improve operational throughput — all without physical searches or intrusive methods.

### WHAT WE DO

We innovate in non-intrusive people-screening security; protecting people, premises and profits and fostering a safer world.

### HOW WE DO IT

We reduce smuggling and theft by detecting concealed, body-worn contraband and weapons in real-time using our proven, people-friendly technology.

### OUR VALUES

Our Values are a part of our DNA as people and as a company. Our Values underpin our culture that enables customer-focus made great by our people.

- **Responsive** We are customer-focused, react quickly and deliver on time
- **Pioneering** We innovate to deliver industry-leading technology
- **Reputable** We act transparently with honesty and integrity, and are aware of our broader responsibilities
- **Accountable** We take individual responsibility to deliver
- **Collaborative** We recognise every colleague's contribution

### TEAM OVERVIEW:

We are expanding our sales organisation and seeking a high-impact Sales Executive with experience in security technology or related solutions to drive growth across a range of security-led environments. As organisations increasingly look to strengthen safety, manage risk and protect people and assets, demand for effective, non-intrusive screening continues to grow across both commercial and public sector settings. Thruvision's patented, AI-driven technology uniquely detects both metallic and non-metallic items, positioning the company as a category leader in a growing global market. This role offers a strong opportunity to shape customer strategy and accelerate adoption of a mission-critical security solution.

### OVERVIEW

The Sales Executive will be responsible for developing new business opportunities and managing strategic accounts across a range of commercial and public sector customers. The role combines consultative solution selling with an understanding of operational security requirements and risk management environments.

You will work closely with Thruvision's marketing, technical, and operations teams to support customers in adopting innovative screening technology that enhances safety, improves operational effectiveness, and protects people and assets.

### ROLE RESPONSIBILITIES:

- Identify, qualify, and close sales opportunities across retail, distribution, logistics, and wider security-led environments, including government, custodial, entrance control, and other controlled-access facilities.
- Develop and execute territory sales plans focused on high-value security and risk-management accounts across multiple sectors.
- Build trusted relationships with Security, Loss Prevention, HR, Operations, Facilities, and senior leadership stakeholders.
- Deliver compelling product demonstrations and presentations (virtual and in-person) tailored to different operational environments.
- Collaborate with Thruvision's marketing team on campaigns, trade shows, and field events across commercial and public sector markets.
- Manage the full sales cycle from lead generation through proposal, negotiation, and close.
- Maintain accurate CRM records, pipeline forecasts, and customer engagement activity.
- Stay current on industry trends, competitive technologies, and emerging challenges across physical security, screening, and access control.

### QUALIFICATIONS AND ROLE REQUIREMENTS:

- 5+ years of sales experience within Security Technology, Loss Prevention, Physical Security, or related solution-based environments.
- Demonstrated success selling to enterprise customers across commercial, industrial, or public sector organisations, including retail, logistics, government, or controlled access environments.
- Strong understanding of physical security, screening operations, risk mitigation, and operational constraints across different site types.
- Self-starter with the ability to manage a dynamic sales pipeline and prioritize effectively.
- Ability to travel 25–40% as required for customer visits, demos, and trade shows.
- Ex-military and ex-police applications welcome.

#### WHY JOIN THRUVISION:

- Be part of a growing company redefining the future of people screening.
- Work with innovative technology proven in real-world applications.
- Competitive compensation package including base salary, commission, and benefits.
- Base salary £55-60k dependent on experience + commission + car allowance.
- Collaborative culture that values creativity, integrity, and performance.
- **Thruvision is an equal opportunity employer.** We celebrate diversity and are committed to creating an inclusive environment for all employees.

For further information or to submit an application – please email: [careers@thruvision.com](mailto:careers@thruvision.com).