

YRfree

INTELLIGENT VIDEO TECHNOLOGY

Invitation to Tender **Recruitment Company Selection for the Appointment of Internal Business Development Role.**

This work is part funded through the European Regional Development Fund

Background

The Company and its wholly owned subsidiary, YRfree Technologies Limited, (together the “**Group**”) provide a transformational video collaboration platform called **Eviid**, which enables the capture, storage and distribution of business-critical recordings. It delivers business process optimisation and risk management benefits to a predominantly corporate customer base.

Eviid allows field based operatives to live stream video from a remote site directly to decision makers and management. This technology significantly improves productivity and efficiency allowing businesses to accelerate completion of assignments and deliver superior overall customer service.

Eviid is a patented system to protect against manipulation or interference at any point in the lifecycle of recorded media from creation through upload, storage and review. This advanced verification technology provides strong, tamper-free evidence for regulatory review or persuasive use in legal proceedings, financial transactions, insurance claims and renewable energy. This puts **eviid** in a unique position versus competition on an issue that will become more pertinent as streaming video usage continues to proliferate.

A modular approach and flexible, simple integration with existing systems provides a fully scalable and industry compliant solution that is easy to adopt.

Based in Merseyside, the Company has proven technology that has already been adopted by leading companies in the insurance and asset management sectors.

Requirement

The company is now in the process of recruiting a full time employed Internal Business Development resource and to fulfil the role has decided to appoint an external recruitment company to aid in the process.

The successful company must be able to demonstrate a strong track record of successfully completing similar placements, including applicable market references, to aid in the screening & selection process for the role. The company’s expertise should include the following disciplines:

- Advertise the role on related Job sites and other digital channels as felt necessary to achieve a successful outcome.
- Deliver a pre-screening to deliver as initial interviews shortlist
- Recreate a selection criteria with and on behalf of Eviid
 - See Appendix 1 for the Job Description.

Liverpool Business Centre, Suite 304, 23 Goodlass Road, Speke, Merseyside L24 9HJ.

Company registration number 06819335.

VAT Number 987386742

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- Complete a candidate short list from initial interviews.
- Arrange candidate interview dates
- Secure 2 independent references for any successful candidate.

Deliverable Timescale

Recruitment company to be appointed w/c 9th October with the objective of candidate selection by 31st October 2017.

Indicative Budget

The budget can either be a percentage of the Candidates package or fixed fee. Up to a maximum of £5,500.00. The fee is only payable on the successful contraction of the candidate being selected.

Evaluation Criteria of the Recruitment company.

Quotations will be assessed and scored on the following criteria:

- **Quality/Commercial Merit (60%)**
Demonstrate Proven track record in the recruitment and successful placement of candidates based up the job description criteria. See appendix 1.
- **Delivery Timescale (20%)**
Can the supplier meet the timescales/deadline?
- **Cost/Value for Money (20%)**
Is the price good value for money? This is not necessarily the cheapest option

Scoring Methodology

| | |
|----------------|---|
| 4 Excellent | Proposal meets and in some places, exceeds the required standard |
| 3 Good | Proposal meets required standard |
| 2 Acceptable | Proposal meets the required standard in most respects, but is lacking or inconsistent in others |
| 1 Poor | Proposal falls short of expected standard |
| 0 Unacceptable | Completely or significantly fails to meet required standard or does not provide the relevant answer |

Proposal Format

This is Open but all proposals should clearly demonstrate how they meet the requirement set out above.

Deadline and Submission

Proposals are required by 5th October 2017 and submitted via email to careers@eviid.com

Date Published

Date the ITT is made public: 27th September 2017

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Appendix 1 Job Description.

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|---|--|---|---|
| Job Title: | Business Development Executive | Job Category: | NA |
| Department/Group: | YRfree Technologies. | Job Code/ Req#: | NA |
| Location: | Predominately office / may flex with Home | Travel Required: | May be required on an Ad Hoc basis for client meetings. |
| Level/Salary Range: | Basic £25-30k OTE £36-42k Payable against targets as a commission or bonus | Position Type: Reporting to: | Full time Business Dev Director |
| HR Contact: | John Ridd | Target Date for posting: | 11 th Oct 2017 |
| Will Train Applicant(s): | TBD | | |
| External posting URL: | www.eviid.com/careers | | |
| Applications Accepted By: John Ridd | | | |
| Fax or E-mail: careers@eviid.com www.yrfree.com | | Mail: YRFree Technologies Limited | |
| Job Description | | | |
| <p>Purpose: To support the Business Development Director converting new and existing customer leads into sales primarily via inbound and outbound telephone activity and associated sales support. To conduct Business Development activity as required to support sales growth.</p> <ol style="list-style-type: none"> 1. Role and Responsibilities: <ol style="list-style-type: none"> a. Convert new and existing sales leads. <ol style="list-style-type: none"> i. To liaise with existing clients to understand their needs and sell additional products and services. ii. To aid in the development and management of Account plans. b. To meet and exceed sales targets & objectives set. c. To maintain the Company CRM and providing updates to the “Eviid” Social media LinkedIn and Twitter services. d. To arrange appointments with clients and sales team. e. To respond to sales enquires, preparing proposals to clients f. To monitor and report on sales activities and provide relevant management information g. To resolve and manage account concerns 2. Personal Specification <p>Essential:</p> <ol style="list-style-type: none"> a. Qualifications & Training | | | |

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| <ul style="list-style-type: none"><ul style="list-style-type: none">i. Educated to A level or equivalentii. IT literateb. Experience<ul style="list-style-type: none">i. Proven sales experience of selling ICT solutions.ii. Experience or knowledge of developing, selling & working with Direct and Indirect Partners.iii. Evidence of target achievement.c. Qualities and Attitude<ul style="list-style-type: none">i. Exceptional communications skillsii. Good organizational & problem-solving skillsiii. Proven self-starter, persuasived. Market & Product Knowledge<ul style="list-style-type: none">i. Sector Knowledge & experience of Insurance, Oil & Gas, Utilities, Emergency Services.ii. Experience of identifying/creating and delivering new business opportunities <p>3. Competencies:</p> <ul style="list-style-type: none">a. Strong Organizational & planning skills.b. A track recorded of meeting sales targets and personal objectives.c. A problem solverd. A team member and builder.e. Can build effective relationships with influencing skills which are customer focused.f. Effective communicator, both in written and verbal.g. Tenuous and assertive to ensure personal targets and objectives are met. | | | |
| Reviewed By: | Scott Bowers | Date: | |
| Approved By: | John Ridd | Date: | |
| Last Updated By: | John Ridd | Date/Time: | 25 th September 2017. |

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