

# European Sales Manager

European based | Remote | 50% European travel

## About Kinesense

Kinesense develops AI video investigation and analytics tools used by police forces, intelligence agencies, and forensics teams across EMEA. Our law enforcement customers rely on our software every day to turn video evidence into investigative outcomes.

Now part of Covidence Group, we're building the next chapter while continuing to grow our investigator-market business across Europe and beyond.

## The Role

We are hiring a sales Manager to own EMEA customer-facing and build our partner presence in the Investigator market. This is a hybrid role — equal parts commercial and technical — for someone who genuinely enjoys both demoing software to end users and negotiating a partner agreement with a reseller.

You'll be the senior person Kinesense puts in front of customers and channel partners. You'll be the technical voice in our training programme and proactively contribute to product development. You'll represent us at every major industry event.

This is not a generic sales job. You need to know the product. You need to demo it well. You need to talk credibly to a Detective Superintendent about evidence chains and to a partner's sales lead about pricing structures — sometimes in the same hour.

## What You Will Do

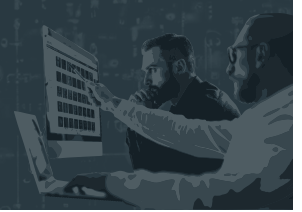
- Extend our EMEA partner channel — onboard, train, and certify resellers
- Run our direct European events and attend partner led events
- Deliver technical pre-sales demos and manage trial for direct prospects and partner-led opportunities
- Help maintain and extend our strong UK presence
- Manage potential customers from initial conversations to close
- Proactively develop business opportunities with complementary technology partners

## You Are The Right Person If You Have

- 5-8 years in B2B technology sales, channel management, or technical pre-sales
- Direct experience in law enforcement, defence, intelligence, or forensics — you know the procurement language, the budget cycles, the buyer types
- Technical credibility — you can run a 90-minute product demo without needing an engineer in the room
- Comfort in a small company environment — you don't expect pre-sales engineers, marketing ops, or sales enablement to be done for you
- Fluent English; one other European language at business level is a plus (French, Italian, German, Dutch)
- Willingness to travel 40-50% (mainly EU; occasional Middle East and elsewhere)
- UK or European based

# kinesense

AI video solutions



## You Will Stand Out If You Also Have

- Existing relationships in law enforcement
- Background at a video / image analysis
- Previous career in investigations

## Why This Is a Great Role

- Real customer impact — our software is used in actual criminal investigations every day saving our customer thousands of hours and helping to provide evidence that leads to convictions
- Travel that actually goes interesting places
- A small team where your work is visible
- Genuine career path

## Compensation

Competitive salary based on experience and qualifications.

## How To Apply

Send a CV and a short note (3-4 paragraphs, not a generic cover letter) explaining why you are a good fit to [job@covidence.com](mailto:job@covidence.com). If you have any questions, feel free to reach out to Sarah Doyle on email: [sd@kinesense.com](mailto:sd@kinesense.com).