



Richard Johnstone · 3rd
Senior Director of Revenue @ The Freedman Group | Sales and Marketing Leadership



Northampton, England, United Kingdom · [Contact info](#)
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About

At the forefront of revenue generation for The Freedman Group, my focus is steering our global business towards delivering sustainable, scalable and continued growth through excellence in leadership, strategy and execution.

With a commitment to mentoring, I cultivate a culture that thrives on collaboration and innovation. Our team's dedication to customer satisfaction and market expansion reflects in our revenue milestones, positioning The Freedman Group as a leader in the audio industry.

Top skills
Sales Management · Sales & Marketing Leadership · Marketing · Sales Process · Management

Activity

909 followers

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Richard Johnstone · 3rd+
Senior Director of Revenue @ The Free...
1w ·

We are thrilled to announce the RØDECaster Video S, the newest console in our revolutionary line of all-in-one video and audio production solutions. Building on the phenomenal success of the flagship RØDECaster Video, this new, streamlined model packs the same immense processing power and broadcast-grade performance into a more compact form factor – making professional content creation more accessible than ever for solo creators, video podcasters, and live streamers. ...more



Meet the new...
youtube.com

24 · 1 repost



Richard Johnstone · 3rd+
Senior Director of Revenue @ The Free...
3w ·

Incredibly proud to be able to share the launch of the new Wireless Micro Camera Kit. Building on the success of the award-winning Wireless Micro, which revolutionised smartphone content creation, the new Camera Kit takes the same celebrated pristine audio quality, simplicity, and portability, and expands its capabilities to include second-generation universal camera connectivity, catering to a broader set of content creators. Very proud to be a part of such a passionate team of ...more



Amazing Audio,...
youtube.com

39 · 1 comment



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Experience



Senior Director of Revenue, The Freedman Group

The Freedman Group · Full-time
May 2024 - Present · 1 yr 7 mos
United Kingdom · Remote

The Freedman Group is a global leader in professional audio and video production solutions, owning and operating iconic brands including RØDE, Mackie, Lectrosonics, SoundField, Aphex, and Event Electronics. Driven by relentless innovation, we are committed to transforming how the world captures, creates, and communicates. Our mission: to make the world's best creative technology accessible to everyone.

Reporting directly to the Group CEO, I am responsible for overseeing global Group revenue and leading the global sales teams.

[Sales & Marketing Leadership, Management and +22 skills](#)



European Sales Director

RØDE · Full-time
Jun 2023 - May 2024 · 1 yr
United Kingdom · Remote

[Brand Development, Sales & Marketing Leadership and +21 skills](#)



Focusroute

Full-time · 6 yrs 3 mos

- VP, Key Accounts**
Sep 2022 - Jun 2023 · 10 mos
Northampton, England, United Kingdom

[Executive Management, Brand Development and +17 skills](#)

Promoted



\$1,424/Month Extra Cash
That's the average earned on a 3-bedroom Vrbo listing in the US last year.



Your website in minutes
GoDaddy AI builds your pro site fast. Edit and launch before coffee cools.



Attorney Needed ASAP
Crucial need for a local attorney in your area. View new cases today.

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Damien Wilson · 3rd+
CEO at RØDE Microphones

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Steven Smith · 3rd
Head of People and Culture at RØDE Microphones

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Giles Orford · 3rd
People-focused MD, empowering uniquely brilliant...

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Nick Stillman · 3rd
Sales and Marketing Manager, EMEA at RØDE

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Jesse Dean · 3rd
RØDE Director of Business Development, Americas and...

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Litigation Paralegal | Supporting Global Legal...

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Malika C. · 3rd
IP Docket Specialist @ Confidential | Intellectual...

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Alparslan Asan · 3rd
Patent Examiner at USPTO

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People you may know



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Aerospace Engineering Graduate

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Buzz Lindgren
Senior Analyst, Applied Analytics at Starcom

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Daria Futey Holian
Lead Counsel, Food & Beverage Distribution

[Connect](#)



Andrew Stasiuk
Quantum Engineering PhD Candidate at MIT

[Connect](#)

- VP, EMEA Retail

Apr 2017 - Sep 2022 · 5 yrs 6 mos

Executive Management, Brand Development and +16 skills

Partner Marketing Manager

Reason Studios · Full-time

Oct 2014 - Apr 2017 · 2 yrs 7 mos

Stockholm, Stockholm County, Sweden

Brand Development, Channel Partners and +7 skills

UK & ROI Business Development Manager

Steinberg Media Technologies · Full-time

Oct 2013 - Oct 2014 · 1 yr 1 mo

London, England, United Kingdom

Brand Development, Brand Performance and +3 skills

Show all 13 experiences →

Licenses & certifications

Mentoring Others

LinkedIn

Issued Jan 2022

Show credential

Strategic Thinking

LinkedIn

Issued Jun 2021

Show credential

Show all 3 licenses & certifications →

Skills

Key Performance Indicators

5 experiences across The Freedman Group and 4 other companies

Strategic Leadership

3 experiences across The Freedman Group and 2 other companies

Show all 45 skills →

Recommendations

Received Given

Nothing to see for now
Recommendations that Richard receives will appear here.

Interests

Top Voices Companies

Tej Lalvani

· 3rd

CEO of Vitabiotics & Dragon on BBC's Dragons' Den (2017-2021)

424,682 followers

+ Follow

Dorie Clark

· 3rd

WSJ & USA Today Bestselling Author; HBR & Fast Company contributor; Top 50 Business Thinker in World - Thinkers50 & Inc. magazine

374,027 followers

+ Follow

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+ Follow

Indy Eleven Professional Soccer

Spectator Sports

10,029 followers

7 connections follow this page

+ Follow

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Robert & 3 other connections also follow American Express

Amex® Business Gold Card

Earn 100K Membership Rewards® points. Terms apply. Learn more.

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- Manage your account and privacy

Go to your Settings.
- Recommendation transparency

Learn more about Recommended Content.

Select Language

English (English)