



**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

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Senior Director of Revenue @ The Free...  
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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



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



#### Focusrite

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

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CEO at RØDE Microphones

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

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RØDE Director of Business Development, Americas and...

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IP Docket Specialist @ Confidential | Intellectual...

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**Alparslan Asan** · 3rd  
Patent Examiner at USPTO

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### People you may know



**Andrew Dickey** [🔒](#)  
Aerospace Engineering Graduate

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**Seongjae Lim** [🔒](#)  
Senior Associate - Cyber Defense & Engineering at...

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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

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 **Messaging** 1

  