

Graduate Business Development Consultant £24 - 26k OTE (uncapped thereafter)

Could you follow our UK COO, who started her career with SIMUL8 on our Graduate Business Development scheme?

Fast-track your career to a position of responsibility, and at the same time become an expert in business.



I'M CHALLENGED

"SIMUL8 is always busy, never boring, and it challenges me so much in so many different ways every day I do and learn something new." *Catriona Paton*

I'M CONFIDENT

"Working at SIMUL8 has allowed me to take my career in the direction I wanted. I now have the business skills, acumen and confidence that I longed for as student and wondered how I would ever get there." *Kenneth Doole*

I'M PART OF A TEAM



"SIMUL8 have a strong focus on team building and we have monthly days out and annual away days – not to mention our company Wii!" *Jennifer Bruce*

THE ROLE

SIMUL8 Corporation develops, sells and supports world-renowned simulation software, helping worldwide, blue chip organisations reduce costs and improve performance. As a growing company, we need to expand our sales team to cope with the demand for our software and take revenues to the next level.

At SIMUL8 we all share a passion for our products, services, and making a difference for our customers. We seek a motivated, business-minded graduate to join our successful B2B sales team.

- Applying knowledge of a range of sectors to help international customers optimise resources and processes
- Direct contact with world renowned organisations improving your knowledge of the commercial world
- Managing leads from point of contact through to sale and beyond, via consultative account management and strong relationships, developing future opportunities
- Understanding customers' diverse, specific business needs and applying SIMUL8 product and market knowledge to meet those needs
- Fast track learning in business, sales, IT and software applications.

CANDIDATE PROFILE

- Confident, social manner with exceptional verbal and written communication skills. A polished presenter
- A passion for business, career success and meeting challenging financial goals
- Technically sound and PC literate, with a desire and aptitude to learn new skills and technologies
- Strong moral values and a 'customer comes first' approach to work
- Minimum 2:1 degree level educated.

WHAT DO WE OFFER?

An opportunity to make your mark within a rapidly growing company. Our company structure makes all employees responsible for driving and creating the company strategy, with everyone's ideas / views encouraged and recognised.

You will receive an excellent salary and bonus scheme, generous holiday entitlement and other benefits over and above the statutory minimum. As an IIP company there is real opportunity for you to fast track your personal development, with training and support provided. Based in our Glasgow city centre HQ, we offer flexible working patterns, including working from home, your own laptop and many other great benefits...!



HOW TO APPLY:

Please send your CV and a covering letter detailing your current circumstances, potential starting date, etc to *Catriona Paton*: recruitment@SIMUL8.com, t: 0141 552 6888