

***A key business modelling consultancy delivery and simulation software sales support role***

SIMUL8 Corporation is an international company specialising in business simulation software for enterprise-wide use in business, government, education, and many other types of organisations that handle flows of orders, people, transactions or products. Founded in 1994 with the goal of enhancing the way companies make and communicate decisions by bringing simulation technology to the desktops of mainstream computer users, their mission is to become the world wide accepted standard for simulation software.

On the strength of continuing business growth and a number of associated new product developments, a challenging opportunity has arisen for an accomplished OR/Business Modelling professional to fulfil a key role involving both client consultancy delivery and product sales support. With overall responsibility for building relationships with existing clients, your wide ranging brief will include:

- **Apply business modelling and related process improvement skills to assist clients in optimising their resources**
- **Provision of modelling support expertise associated with the overall sales cycle, working closely with both colleagues and key client contacts**
- **Implement high value decision support solutions to both new and existing clients, through use of the SIMUL8 product suite**
- **Help build strong relationships with clients to both compliment product implementation and enhance future on-sell opportunities**

This appointment is viewed as being critical to the company's current growth phase, and therefore calls for a particularly strong blend of technical, business and interpersonal skills represented by:

- **Good numerate degree supported by a demonstrable track record of quantitative analytical success**
- **Proven project management skills in both an advisory consulting and solutions delivery context**
- **The ability to be equally successful operating on an autonomous basis and as part of a multi-skilled team**
- **The motivation to identify new business development potential and the energy to convert this to revenue generating opportunity**
- **The dedication to acquire new skills and the ability to quickly understand new software**

Primarily based at the company's head office in central Glasgow, the role will be entirely cross functional, involving an acceptable degree of mid week travel to client sites, with overnight stays away from home being a rarity.

In addition to the enviable potential of making a genuine impact on the company's future success, you can expect a competitive salary to reflect experience, together with attractive benefits which include a bonus scheme and the potential for stock options/equity participation.

***For further details and an initial discussion please telephone Rebecca Bull or Mark Chapman on 01892 510892. Alternatively send your CV, detailing your current circumstances and remuneration package, to Prospect Recruitment Ltd, Prospect House, 11 Lonsdale Gardens, Tunbridge Wells, Kent, TN1 1NZ.***