

Inside Sales Account Executive

– Existing Business

SIMUL8

📍 Glasgow (currently remote)

£ Competitive salary

This is an exciting opportunity to join our existing business sales team and work with the best known organizations in the world like Ford, Cisco and the NHS.

Our software helps our users to build your car more efficiently, get your deliveries to you on time and reduce how long you queue at shops and airports. We're even helping with the efforts around Covid so we can keep our loved ones safe.

Simul8 is the fastest, most intuitive and effective simulation software on the market. Every day our users make rapid, confident decisions using our software. From saving millions in manufacturing costs, to transforming lives by improving healthcare delivery, organizations in every industry are driving transformative changes with Simul8.

We love what we do and we're serious about simulation - but we don't take ourselves too seriously. Our team are down to earth, friendly, open and transparent.

Ready to join us?

About you

You'll play a leading role in delivering our 'Keep and Grow' sales strategy by promoting Simul8's value proposition across our existing customer base. You'll use your account planning and prospecting skills to proactively grow our user base within your target accounts - identifying and approaching new departments/divisions that could also benefit from simulating change decisions. You will also nurture existing relationships, ensuring that customers feel valued and supported - helping them to fully realize the value of their investment in Simul8, making them our biggest fan.

In addition to generating outbound interest, you will also be the first point of contact for inbound enquiries coming from your target accounts. You'll use your customer service skills to deliver an excellent customer experience and use every interaction as an opportunity to provide value to the customer as well as capturing market insight for Simul8.

Your attributes

- A tenacious self-starter with a track record of outstanding performance and achieving goals
- Work using own initiative and proactive when navigating obstacles
- You are a team player and take full responsibility for your own performance
- You have a flexible and adaptable attitude to change
- Proactively curious about the prospects industry, pressing business challenges and priorities
- Forthcoming with improvement suggestions

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Your role responsibilities

- Be the first point of contact for our existing customers, delivering an excellent customer experience every time
- Develop opportunities through inbound and outbound channels, within your target accounts
- Help our current 'fans' become 'evangelists' for Simul8 within their companies
- Run the full sales cycle from lead qualification to order placement
- Demonstrate verbally, in writing and through live software demos, how prospects can make better decisions and accelerate their business case for change
- Maintain accurate account activity and opportunity forecasting within our CRM system
- Consistently close account expansion opportunities at or above quota level
- Use social, digital, video, chat, phone to effectively reach, sell to and manage our customers

Your skills and experience

- 2 years' experience in New Business software sales (Inside sales & SaaS preferable)
- Previous Account Management experience advantageous but not essential
- Excellent communication and rapport building skill, and completely at home on a video call
- Highly skilled in prospecting for new opportunities through outbound channels
- Strong ability to multi-task, take initiative, prioritize, and manage time effectively

- Experience in screen-share software demonstrations
- Experience selling consultancy and training services (preferable)
- Experience selling to a range of different industries (preferable)
- Experience with Salesforce.com (preferable)
- Formal sales training (advantageous)

What we offer

We have nurtured a family feel within the Simul8 team and we like to balance our hard work with time to unplug and make time for ourselves and our loved ones. We do everything we can to make work a pleasure such as providing a budget for your home office set up, a city centre hub for collaborating, regular social events and opportunities to develop your career and learn new skills. We also offer:

- Competitive salary and bonus scheme
- Remote and flexible working options
- Autonomous work environment
- Company pension scheme
- Family friendly environment including child care voucher scheme
- 31 days holiday a year – increases to 33 days after 3 years of service

How to apply

We are looking for the best to join the best. If you are up to the challenge, send your CV to hireme@simul8.com.