

# Commercial Graduate Program - Based in Glasgow city centre HQ

**Salary: DOE + bonus**

We're looking for our next intake of Commercial Graduates for our Glasgow HQ to join our ground-breaking Core Customer Relations team.

## Why SIMUL8 Corporation?

**Huge impact.** The world's biggest organizations rely on our software. Our customers use our simulation technology to save lives in Healthcare, optimize Manufacturing plants, contribute to advances in Aerospace and so much more.

**Independence.** We're hiring great people and letting them do what they do best. We'll support you with lots of mentoring and training, but there's no handholding or micromanaging. From day one you'll get big opportunities and big responsibilities.

**Part of a great company.** We've grown quickly from a start up to become one of the global power houses of process simulation. But we've kept our start-up vibe, culture, innovative enthusiasm and agility. At SIMUL8 Corporation every person counts and every person makes a difference.

## What we offer you

- Salary DOE + bonus.
- 33 days holiday a year.
- Autonomy in your work & flexible working hours.
- Commitment to your personal training and development, both technical and soft skills.
- Commitment to provide you opportunities and resources to work with current and emerging technologies.
- Contributory pension.

## How to Apply

If you think you have what it takes to work at SIMUL8, send your CV and covering letter to [HireMe@SIMUL8.com](mailto:HireMe@SIMUL8.com). t: 0141 552 6888.

## What will you do?

- Combine outstanding people skills, problem solving, commercial interest and knowledge of our products and services to understand a wide variety of customers' needs and propose suitable solutions based on your knowledge of our products, services and past success stories (don't worry we'll train you)
- Manage marketing driven business opportunities from point of contact to demo, sale and beyond (this is a consultative sale where the client has a need or interest - we don't do canvassing or cold calls)
- Build strong relationships with customers to really understand their sector / business issues and use that knowledge to develop future revenue opportunities
- Work with a team of amazing sales and marketing execs to grow our user base and infiltrate new markets
- Use your skills to provide first class customer service and manage leads throughout the whole sales cycle
- Interact with Fortune 500 companies from day one!

## What are we looking for?

- An amazing communicator that enjoys and is skilled at interacting with people
- Someone who has a desire to grow their commercial skills rapidly
- Technically sound and PC literate, with a desire and aptitude to learn new skills and technologies
- A 'customer comes first' approach to work
- 2:1 degree in Business/Maths/Engineering or relevant discipline
- Ability to multi-task and have a talent for plate spinning
- Effective self-starter who enjoys problem-solving, with a passion for technology
- Ready to get stuck in!
- 1-2 years sales (or customer service) experience preferably but not essential. We will take graduates with the right potential.