



Commercial Graduate Role – Inside Sales

- Glasgow City Centre / Hybrid
- £26-28k OTE Salary



“What attracted me to joining Simul8 was the projects Simul8 had undertaken within ‘Tech for Good’. I loved the idea of a company willing to get involved to help make a real impact on social, health, and environmental issues. Simul8 has given me the opportunity to achieve my own goals, collaborate effectively, and connect with businesses across the globe.”

Niamh Stretton, Graduate Sales Development Rep
Chemistry with Medicinal Chemistry, BSc (Hons) University of Glasgow 2022

This is an exciting opportunity to join a tech team who work with some of the most widely recognised organisations in the world. You’ll play a leading role in promoting Simul8’s value proposition to customers who contact us. Working in an industry leading company, you are continuously exposed to the latest technologies and trends in a fast-growing digital world.

You already know many of our customers: with our help, they were able to build your car more efficiently; answer your call to a helpline faster at peak-times; make sure that thing you wanted to buy was in stock. And we even helped them get the Covid-19 vaccine to you and your loved ones in the shortest time possible.

Who are we? What do we do?

Being a B2B company, you might not have heard of us before. But if you think of any brand in the world, they probably use our software. We've helped the likes of Nike, Ford, Apple, the NHS and so many other organisations to transform the way they make decisions. It's not just about helping corporates increase their profit though. Every day our users make a real difference. With our work with Tech for Good we have helped save millions of lives in South Africa by optimising HIV testing and have worked with various healthcare organisations around the world to ramp up vaccine rollouts. There has never been a more critical time to help our users to make agile, informed decisions.

What will you learn?

After completing our comprehensive onboarding, you will utilise a consultative sales approach in working with CEOs of start-ups, to long-serving employees of established Fortune 500 companies. Working with both prospects and existing customers, you will learn valuable commercial skills from qualifying prospects through to managing ongoing customer relationships to ensure their success with Simul8. Success at work is only possible with a balanced life, and you'll learn the skills and confidence to balance your workload with autonomy.

What will your first few months with us look like?

Our onboarding process is completed over 3 months – don't worry you won't be waiting 3 months to make an impact. Week 1 gives you the opportunity to learn about our company, your colleagues, and our systems. Week 2 you will work closely with our New Business and Existing teams, shadowing and assisting with emails, calls, and renewals. Your goal for month 1 is to have completed our training for SPIN, MEDDIC, Negotiation and Objection Handling, and begin the transition to working unassisted. Months 2 & 3 will be honing the skills you've learned with regular 1-2-1s with your manager, peer support and role play with the goal of you being fully up and running on your own with managing new opportunities and renewals.

What qualities are we looking for?

Tenacity. You will be goal driven and be able to use your initiative to successfully create conversations with prospects and customers.

Exceptional Communication. You will be an amazing communicator and enjoy engaging with prospects and customers across a range of industries and varying levels of seniority.

Self-Reflection. Taking an analytical approach to your own performance measurements, you will be encouraged to grow, welcome and offer feedback, and share your knowledge and learnings with colleagues.

What we offer

We are a vibrant and innovative company with interaction between all parts of the business allowing our employees to grow to their strengths and gain exposure to all aspects of a company. With the enviable potential of making a genuine impact on the company's future success, there is scope for rapid personal development and progression.

At Simul8 we love what we do and we're serious about simulation – but don't take ourselves too seriously! We have nurtured a genuine collaborative team and like to balance our hard work with time to unplug, have fun and make time for ourselves. 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.

Other benefits include

- Basic salary of £21,000 to £23,000 per year, with uncapped OTE of £26,000 - £28,000+
- We have a dedicated Social Team for planning monthly get togethers and activities for the whole company, from days away, to dinner and drinks, to game nights
- Flexible working policy, providing an autonomous work environment and work/life balance that suits individual needs
- Financial benefits: generous pension scheme and life insurance
- 31 days holiday a year – increasing over time with the option to buy more
- Ability to work up to 60 days abroad in one year
- Tax-free work from home allowance including funds to set up your home office to your liking
- Health & wellbeing initiatives such as Wednesday yoga

Ready to join us?

Please send your CV and covering letter detailing your current circumstances, potential starting date and current salary to Tony Smith: hireme@simul8.com.

