

Account Manager Job Description

About SimAnalytica

SimAnalytica is at the forefront of applying cutting edge data science – from digital twins to AI - to transform and inform investment decisions that advance the triple bottom line of people, place and prosperity. Empowered by our core technology and applications, our customers are accelerating their decarbonisation journey, building more sustainable, climate resilient cities and infrastructure, and are delivering fairer regeneration to their constituents. As a growth stage technology company working on some of the country's largest projects, including HS2, we are looking for people who share our passion to rapidly build and deliver innovative data, digital and modelling approaches to tackle the biggest challenges we face today.

Located in the centre of Leeds, our base is a modern office environment adjacent to the thriving University of Leeds and Leeds Beckett University campuses with excellent rail, road and active travel commute options to the heart of one of the north's leading technology and innovation hubs. Everyone on our team is passionately focused on applying their unique skills to building and delivering products that are making a tangible impact in the real world.

Role Summary

Bringing our new approach and technology to market requires a candidate who is an energetic, persistent, adaptable and resilient self-starter willing to challenge business as usual approaches and passionately communicate our application value propositions to key decision makers within target accounts and sectors.

The ideal candidate will be a “hunter” who thrives on building new relationships, identifying and closing new business opportunities for our portfolio of software applications and can quickly qualify in/out and advance opportunities rapidly through the sales funnel.

With 5+ years of commercial experience, a demonstrated success of selling data and digital solutions into the UK public sector and navigating the associated procurement processes are a must.

Package

Location: Leeds HQ (remote possible)

Compensation: Competitive OTE (it is anticipated that the compensation will be at least 50% commission based)

Package includes: 28 days holiday and private health insurance