

Senior 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

The Senior Account Manager is solution and customer value focused, with a priority to identify and secure new business at, then manage strategic account development at all stages of adoption from initial proof of value studies to large, multi-year, multi-team deployments.

This role will represent existing product applications as well as a responsibility to identify new and commercially justifiable future product needs by facilitating close collaboration between customers and prospects and SimAnalytica's product development organisation.

With 10+ years of commercial experience, the ideal candidate will have demonstrated success of strategic account sourcing, development and growth combined with experience delivering data and digital solutions into the public sector and its supporting private sector ecosystems. An existing network in the data and digital functions of the infrastructure, energy or transport sectors is 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