

**Job Title:**

Senior Account Manager / Sales Manager (UK & Nordic)

**Reports to:**

South Europe and Nordic Sales Director

**Primary Location:**

Egham - United Kingdom

**Job Status:**

Full-time

**Company Overview:**

VI-grade is the leading provider of best-in-class software products and services for advanced applications in the field of system level simulation. Together with a network of selected partners, VI-grade also provides revolutionary turn-key solutions for static and dynamic driving simulation. Established in 2005, VI-grade delivers innovative solutions to streamline the development process from concept to sign-off in the transportation industry, mainly automotive, aerospace, motorcycle, motorsports and railways. With office locations in Germany, Italy, UK, Japan, China, and the USA, and a worldwide channel network of more than 20 trusted partners, VI-grade is a dynamic and growing company with a highly skilled technical team.

Since September 2018 VI-grade is part of <http://www.spectris.com>. Spectris is a FTSE 250 listed global conglomerate with 2017 sales over \$2B and 9,800 employees. The firm conducts business in four major segments: materials analysis, test & measurement, in-line instrumentation and industrial controls and serves a broad range of industries ranging from pharma, and electronics, to automotive, energy, mining, and aerospace.

**Job Overview:**

The Senior Account Manager is responsible for the development and execution of strategic sales and marketing initiatives for the UK and Nordic, reporting to South Europe and Nordic Sales Director and a key member of the Global Sales Team.

The ideal candidate is a tenacious self-starter who is able to hit the ground running, managing multiple existing accounts and new business activities.

This is a professional sales role that would suit a proven Sales Professional who is an exceptional closer with a successful track record of achieving sales targets; who is able to understand and manage complex sales cycles in order to develop and sell a compelling high value proposition.

If you have a Automotive sales background in the engineering software or engineering consultancy space and are looking for a new opportunity, we would like to hear from you. `

**Responsibilities and Duties:**

- Maximize sales revenues and meet corporate objectives.
- Accurately forecasts annual, quarterly, and monthly revenue streams.
- Develop specific plans to ensure revenue growth in all company's products and consultancy services.
- Coordinates appropriate and efficient use company resources required to support existing customers and ongoing business development activities.
- Consistent delivery of new account sales.
- Management, retention, and growth of existing customer base

- Sales of emerging products/services.
- Pro-active in the development of competitive strategies and targeted sales campaigns.
- Analyze the territory/market's potential, track sales and status reports
- Keep abreast of best practices and promotional trends

**Qualifications:**

- Highly motivated and target driven with a proven track record in sales
- Degree level education
- minimum 5 to 10 years' experience in Sales
- Experience in selling Hardware-in-the-loop, Driving Simulator, CAE software
- Experience and/or understanding of the vehicle development process including specifics of vehicle dynamics
- Excellent selling, communication and negotiation skills
- Ability to create and deliver presentations tailored to the audience needs
- Prioritization, time management and organizational skills
- A high degree of self-motivation and ambition
- A positive, confident and determined approach
- Driving License
- Must be able to travel within the United Kingdom + Nordic and to Europe for training and other meetings.

Please send you CV along with a cover letter to [careers@vi-grade.com](mailto:careers@vi-grade.com).