

**Job Title:**

Sales Manager (UK & Nordic)

**Reports to:**

EMEA Sales Director

**Primary Location:**

London - 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, Switzerland, 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 Sales Manager is responsible for the development and execution of strategic sales and marketing initiatives for the UK and Nordic, reporting to the EMEA 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 an 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.

**To Apply:**

Please send your CV directly to [careers@vi-grade.com](mailto:careers@vi-grade.com)