



CORPORATE SALES – HIGH TECH SOFTWARE / SERVICES

£45-60k OTE plus non-contributory pension + health/gym + share options + benefits

Sales territory: UK, Europe or North America

Aerospace, Energy, or other high tech and/or complex engineering enterprises

Join a leader in its field, a high tech software company that has grown at 30% p.a. for the last 3 years, and is poised to go to the next level. With a unique product offering, financial opportunities are significant as our commission scheme is open-ended, uncapped and the targets are achievable.

At Granta, we are the materials information technology experts. A Cambridge University spin-off, we are the largest and most successful company dedicated to this growing market, which helps companies to use scientific and engineering data about materials in product development, design, manufacturing, and in making strategic business decisions. Granta works with organizations like NASA, Rolls-Royce, GE, Honeywell, and Renault Formula 1, providing a proven, large-scale, enterprise software system. There is a real opportunity for candidates with vision, energy and ambition to help grow use of this system by working with both existing and new clients. Being part of such growth at this exciting stage will offer career development, as well as financial and other rewards.

Granta's business is driven by factors such as: the need for quality, secure, auditable materials data and analysis in highly-regulated or safety-critical industries (e.g., Aerospace, Energy, Medical Devices); potential cost savings from rationalising materials usage in industries with complex organisational / product mixes (e.g., automobile, consumer goods); and the increasing importance of environmental performance and regulation across all sectors, since materials properties often determine the environmental impact of products. So Granta addresses issues of relevance to everyone from professional scientists and engineers to the top executives at high tech and engineering companies. We offer the chance to apply and develop skills in dealing with this range of people.

The Role

- New business sales – research and profile potential customers, engage companies at Director (UK) or VP (USA) level, or above
- Apply a consultative selling approach to identify potential business and commercial benefits to the organisation from using Granta solutions
- Coordinate and manage the use of support resources to demonstrate this value and secure profitable sales, meeting and exceeding territory targets
- Account development – apply networking and other skills to ensure customer satisfaction and, thus, to maximise revenues

The Company

Based in Cambridge, UK, Granta is profitable, has a culture that is open, friendly, informal, but hard-working and professional. We have around 45 employees and are privately held. Staff can expect to move into positions of greater responsibility, authority and seniority as circumstances and their own achievements allow. We prefer to promote from within.

Apply with CV and covering email to the HR Manager at jobs@grantadesign.com. For informal chat before applying, call 01223 518895 (no recruiters).