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Sales Account Manager

Job Title:

Sales Account Manager

Location:

London

For 25 years CD-adapco has been one of the world-leading software companies for numerical engineering simulation with its STAR-CCM+ product family. We develop and licence professional engineering software solutions for our customers from 21 different offices in over 17 countries around the world.

As part of our continuing growth in Europe, we are looking for new, enthusiastic, highly motivated candidates to fill a vacancy for:

Sales Account Manager, Finland.

The selected candidate will be a part of our UK sales team, based in our London office in Hammersmith, West London, W6. The person will be ideally based in London/South East area or can operate from a home office location by employment through our Sweden branch office.

The role:

- Working in first year to New Business software targets and then on completion of probation to New and Renewal Business software targets in Finland.
- Representing all CD-adapco software products and services in sales region.
- Focus on identifying and winning new name clients by identifying their business and technical requirements through the application of our established professional sales approach.
- Responsibility for preparing and finalising business offers and agreements.
- Participation in business negotiations, product presentations, trade fairs, conferences and workshops.
- Moderate degree of travel in Finland will be involved including regular trips within sales region(s) and UK and other CD-adapco offices.

Your Profile:

- University degree in engineering or science-based discipline.
- Fluent English language skills are a prerequisite for the role.
- A successful sales track record in selling engineering simulation software ideally within Finland or Scandinavia for at least 2 years.
- Special interest will be given to software sales experience in Computational Fluid Dynamics software (CFD) software.
- You should have a motivated personality with a keen sense of selling, negotiation skills

and powers of persuasion.

- The successful candidate will receive a competitive base salary (depending on experience), commission and bonus plan, company pension plan and car package.

Overall, we are looking for a high calibre successful sales candidate with enthusiasm, drive and passion who would like to play a key role in shaping the success of our company. CD-adapco's culture is made up of a strong team-oriented international atmosphere which offers excellent future prospects within our innovative and expansion-strong team.

CD-adapco is an equal opportunity employer and does not discriminate based on race, colour, religion, sex, national origin, disability, age, or any other category protected by law.

Applications should be made by emailing a CV, including the names of two referees, and a covering letter stating why you believe you are suited to this position to:

Human Resources

CD-adapco - London office

200 Shepherds Bush Road

London W6 7NL

e-mail: hr-uk@cd-adapco.com [1]

CD-adapco is the world's largest independent CFD focused provider of engineering simulation software, support and services. We have over 30 years of experience in delivering industrial strength engineering simulation.

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Links:

[1] <mailto:personnel@uk.cd-adapco.com>