



# resonate

## ACCOUNT DIRECTOR (London)

We are transforming traditional Rail Operations into agile consumer-centric railways that deliver connected, multi-modal and cost-effective journeys - making peoples' lives better, driving economic growth and reducing the carbon footprint.

We understood that unparalleled IT change was opening opportunities to deliver new adaptable and affordable solutions that could be deployed to transform performance in capacity-constrained railways. In 2012 we delivered the first modern digital signalling control platform in the world. In 2018 we followed this up with the first fully integrated Traffic Management system which is already delivering significant performance improvements in one of the most complex networks in the UK.

Delivering change is a complex task involving collaboration, winning hearts and minds, integrating with and changing existing processes, as well as integrating with new and legacy systems. Our digital platforms are key enablers and we draw upon our unique blend of IT skills, operations and signalling experience to deliver transformational change in our customers' mission-critical environments.

Our customers are government owned, complex multi layered organisations subject to both political and organisational change, so understanding what keeps our customers awake at night, developing advocacy and helping multiple stakeholders to understand our solution and approach is key, as is being able to write compelling bids and responding to formal Invitations to Tender. This is a complex, conceptual business sale in a challenging and changing environment.

As a growing mid-market company, we successfully compete against large multi-national competitors with global influence. We succeed through disrupting the status quo, by being collaborative and agile, listening carefully to what our clients require, supporting them through the process, and finding cost effective ways, with our partners, to deliver those outcomes.

Are you are interested in making a positive change for commuters, improving the environment, supporting UK PLC, and joining us on this exciting journey?

We offer a job with real satisfaction in an exciting and growing business where you can be part of a collaborative team that makes a real difference and we fully support flexible working and value diversity.

We are looking for someone who is passionate, committed and wants to make a difference by helping us and our customers fully utilise and leverage the massive potential of our solutions.

If you can use your resilience to manage ambiguity, have the ability to influence through collaboration and relationship building, can integrate projects and develop business value propositions - all with a flexible attitude and an adaptable style - then we'd love to hear from you.

