

## We are recruiting Earth Scientists

Güralp is a world leader in the design, manufacture and installation of sophisticated seismic instrumentation. Our systems are used by Universities, Governments, the UN Test Ban Treaty Organisation and companies in the Civil Engineering and Energy sectors. We are the only British company in this dynamic market.

We have built well over 25,000 instruments over the last 30+ years and they are deployed literally all over the world, including deep under the sea, in the Polar Regions, down boreholes and in portable and temporary surface arrays. They detect and warn of earthquakes, monitor weapons tests, track active volcanoes, trace active fault zones and record induced seismicity resulting from human activity. We operate through a global network of 30 distributors, who represent us around the world. Over 95% of our revenues are from outside the UK.

Following successful recruitment processes in 2015 and 2017 we want to recruit more strong new leaders in 2018, who will join the business immediately, to help us shape the future. An important priority for us is to find people who can understand and articulate the customer need, hence the desire to focus on people with an Earth Sciences background for the roles.

### Opportunity and career as a Client Relationship Manager

The primary roles, as Client Relationship Managers and Customer support are customer facing, so most likely you will be directly involved with our customers, distributors and partners, managing all aspects of our commercial relationships with our market. As your experience and knowledge grows, there will be opportunities for international travel, and you will also play a role in our international marketing activities.

To support your development at Güralp we have a comprehensive induction program that will see you spending time throughout the business, including dedicated time in our production and engineering facilities, repairs and customer support teams and potentially undertaking some fieldwork. This will all contribute to your understanding of how the company and our equipment operates, enabling you to become quickly effective in this commercial role.

Future career development will depend on our growth and success as a business, which will offer new opportunities in commercial and technical management roles, serving a global client base.

This recruitment initiative is supported by the Chief Executive and the management team, who will sponsor the selection process, induction and training, and the career development of the new recruits.

### Sound interesting?

**Full details on how to apply are provided on page two >**

**You can find out more about us at [www.guralp.com](http://www.guralp.com)**

## Background of candidates

We are looking for people with BSc, MSc or PhD degrees in Earth Science. We will be contacting UK universities who have strong Earth Sciences departments to identify candidates who have graduated in earth sciences in the last one or two years, including those who graduated in summer 2018.

Candidates should be self-starters with an interest in pursuing a commercial managerial career, in a high-technology, international business. A second language would be useful but not essential. We are especially looking for some key characteristics that are more important than academic qualifications. These skills and attributes can be summarised as the ability to:

- > work in a team – internally and externally, cross culture and cross discipline
- > sell your ideas and convince other people to follow your plan
- > communicate effectively – verbally and in writing
- > operate in a connected market – our customers form a social, scientific and business community
- > take responsibility for owning and managing a problem - and solving it
- > learn quickly – you will want to learn and grow, and accept a degree of ambiguity
- > demonstrate drive to achieve success, to win against competitors.
- > be well organised and able to prioritise and manage conflicting demands

Confidence with technology is important – you will use IT and social media, and happy to be “always on”. Also we value a spirit of adventure - and a “can-do” attitude – you will have perhaps done something adventurous?

We are based in a rural area near Aldermaston, Berkshire, close to Reading and Basingstoke. Reading offers the best location for people looking for an urban social life, with very good links to London. For a more country lifestyle, the area around Aldermaston is ideal.

## Recruitment process, package and next steps

We will hold an initial one day “Assessment Centre” near Reading, which will include realistic group work, interviews and discussions with the management team, including Güralp people who joined after our taking part in similar selection processes in 2015 and 2017. The day will be interesting; we will give feedback, so even if you don’t get selected it will be a valuable experience. Short-listed candidates will come for final interview at our offices soon after the assessment. We anticipate that successful candidates will start with us immediately. We will be offering packages of between £25k and £30k depending on experience and qualifications, and a limited relocation package, including a period in B&B accommodation while establishing a base.

If you would like to be considered contact Peter Segal (our recruiter) on [psegal@ogilvieuk.com](mailto:psegal@ogilvieuk.com) as soon as possible - and before Friday 12<sup>th</sup> October. If this is not right for you, please do pass it on to friends and colleagues who you feel may be interested. No applications or CVs from agencies or 3<sup>rd</sup> parties please.

