

We are an exciting, growing, international technology company with over 20 years of history and locations in Austria, Norway, Germany, Australia and the US. We love challenges and are working for customers in harsh industries such as: oil & gas, marine & ports, mining and the automotive sectors. Our solutions make the customer's world easier, safer and more efficient. Apply now and join the #IDENITECFamily!

BECAUSE IT WORKS

We are looking for a

VP SALES SAFE MINING AMERICAS

Our Crew Companion solution is used in large underground mines by e.g. LKAB and Agnico Eagle. We are looking for a sales leader to join an experienced commercial team in order to continue this growth as well as service and strengthen our relationships with our existing customers.

The mentoring from your colleges will help to assure a smooth and successful onboarding into the team. If you want to go on this exciting journey together with us, apply now!



Location
Americas



Weekly Hours
Flexible



Contract
100%



Languages
English & Spanish

CONDITIONS

Requirements

- Technical education, preferable Bachelors or Masters with focus in electronics/logistics/electro-mechanics, additional sales training/education
- 5+ years' experience in technical products and project sales in an international environment
- Ability to lead sales processes, take ownership and possess entrepreneurial drive
- Profound mining market knowledge and personal network with a clear vision of how to sell through various channels
- Proven track record in international B2B Sales, strong communication and interpersonal skills, deep understanding of sales metrics, sales strategies and value based selling techniques.

RESPONSIBILITIES

What you can expect

- Growth in sales by achieving professional, fast and systematic customer sales activities and focus on acquisition of NEW business
 - Technical and commercial consulting/ dialogue with customers and leads on C-Level and Technical User level
 - Initiation, preparation and finalizing of quotations and pricing (in cooperation with Professional Services and Sales Operations)
 - Participation at exhibitions, conferences, customer events, etc.

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- Market analyses and development of business strategies
 - Identifying and analyzing markets and business opportunities including market trends, competitor activities, etc.
 - Develop and maintain multilevel customer relationships to uncover specific needs and behaviors of key decision makers, including targeted planning appropriate to the revenue volume, potential, profitability and buyer behavior.
 - Utilize reporting tools to monitor progress, analyze trends and revenue, and develop strategies to achieve company goals.