

## **Job Title: Regional Sales Manager**

**Salary: \$90-100k AUD**

**Commission: \$0-50k AUD**

### **Job Description**

Ensure the profitable growth of Motion Metrics Australia within the Asia-Pacific Region by attracting new customers and providing exceptional value to our existing client base.

This position is accountable for:

#### ***Professionalism***

- Act with integrity in all aspects of the company, especially when acting in a fiduciary capacity and for all things people-related.
- Be the public face of the company within the Region.
- Create and sustain a professional culture that promotes growth, open communication, accountability, and urgency.
- Must be results-oriented and creative in addition to having strong business-development skills and the ability to effectively interact with clients, staff, and senior management.
- Have the courage to make difficult decisions when required.
- Maturity and self-discipline to work under minimal supervision.

#### ***Sales***

- Lead business development efforts and expansion throughout the Region.
- Prospect for sales opportunities, submit proposals/tenders, meet with prospective clients, and close deals.
- Travel to client/prospective client sites, often in different countries and remote locations.
- Attend technical trade shows, write technical case studies and presentations.
- Keen attention to detail and the ability to use CRM software.

#### ***Technical Support***

- Ensure training and safety standards are maintained during all field activities.
- Track performance of customer sites to ensure a high level of client satisfaction with installed systems.
- Assist the Regional Support Team with installations and commissioning.
- As time permits, assist with the remote monitoring, troubleshooting, and routine support of existing installations.

#### ***Legal/Regulatory***

- Comply with all local labor codes and standards in all jurisdictions within Australia or any other temporary work location within the Asia-Pacific Region.

#### ***Required Skills***

- Knowledge of latest mining technologies.
- Experience with CRM system.
- Budget development/control.
- Sales management.
- Business development.
- Vendor/contract/client management.
- Financial forecasting, with significant financial exposure and a track record of providing solutions to complex issues.

### ***Minimum Requirements***

- Degree in Mining, Engineering, Business Administration, or equivalent field with professional certification in a technical discipline (i.e. professional engineer).
- 5+ years of proven experience, preferably within the mining field.
- The candidate should be willing to travel (including on weekends/holidays) to different countries and remote locations for extended periods of time (commonly 1-2 weeks in duration).
- Must be self-disciplined, willing and able to work under minimal supervision in a productive and professional manner.
- Be capable of using appropriate judgement to make decisions with limited available information to get the job done and limit risk.

### **About Motion Metrics Australia Pty.**

Motion Metrics Australia is a subsidiary of Motion Metrics International, a high-tech private corporation located in Vancouver, British Columbia that designs, develops, and deploys advanced monitoring solutions for heavy-duty industries. Our products combine custom-designed rugged hardware and “embedded + cloud-based” software to address some of the most challenging problems in the mining industry by using imaging and other sensor technologies. Founded in 1999, Motion Metrics has since installed more than 350 systems across six continents; we are a global operation and opened an office in Perth, Australia in 2018.

To apply, please send your resume and cover letter to [careers@motionmetrics.com](mailto:careers@motionmetrics.com). Interested candidates should indicate what they would bring to Motion Metrics and outline what they would like to accomplish during their first month of employment. We thank all candidates but due to the amount of applications we receive only those selected for an interview will be contacted.