

Technical Sales Representative
Santiago, Chile

DESCRIPTION:

Motion Metrics Latin America is a branch office of **Motion Metrics International Corp.**, a fast growing high-tech Canadian Company that provides advanced monitoring solutions to mines and quarries. We are seeking a full time Engineer to become a part of our Sales department. Please visit us at www.motionmetrics.com for more information.

JOB SUMMARY:

In this position you will be a primary contact for customer mines in Chile, responsible for sales, customer relationship, create and maintain customer CRM database. You will be required to maintain comprehensive knowledge of Motion Metrics products. Exceptional customer service and communication skills are required. This position will require traveling to mine sites, so you must be able to travel domestically and internationally when needed.

ESSENTIAL FUNCTIONS:

- Excellent presentation, oral and written communication skills.
- Excellent Spanish and English proficiency.
- Ability to listen and pro-actively react to customer questions and requests.
- Goal-oriented and extremely hard working with a desire to make a measurable contribution to Motion Metrics success.
- Desire to better yourself through our intensive training, mentorship, engaged management, and pro-active, process oriented sales approach.
- Understand and abide by all company policies and procedures.
- Proactively create and maintain the required documentation for customers.
- Maintain and keep updated the customer communications in CRM.
- This position reports to both the General Manager of Chile Office as well as the Sales Team in Vancouver, Canada.

REQUIREMENTS:

- Minimum Five-year degree in Engineering is required.
- Five-Six years of experience in mining sales is a must.
- Negotiation capabilities.
- Be able to read and analyze documents, technical procedures, and government regulations.
- Be professional with a positive attitude and work well under pressure to meet expected deadlines.
- Capability to adjust to small company environment and participate in all the sales process.
- Possess excellent time management skills and be results-driven.
- This position requires travel (up to 50%). You must be willing to and able to travel to various mines domestically and internationally (valid passport is required).

Motion Metrics International Corp offers a generous compensation package and benefits, as well as a fun and driven work environment and culture. Please note only those selected for an interview will be contacted. Thank you.