

## Technical Sales Representative

### Santiago, Chile

Do you want to sell innovative AI & computer vision solutions that have a real impact on safety and productivity?

**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 design, develop, and deploy advanced solutions to address some of the biggest challenges in the mining industry by using imaging and other sensor technologies.

We are looking for someone with a minimum of five years of Sales experience within the mining sector and someone who is passionate about technology. If you feel you are this candidate, we would love to hear from you. This position reports to both the General Manager of our Chilean office as well as to the Sales team in Vancouver, Canada.

#### ESSENTIAL FUNCTIONS:

- Possess excellent oral and written communication skills, including presentations.
- Manage existing client relationships with regular communication and on-site visits.
- Find, nurture, and develop leads that ultimately result in a successful transaction.
- Goal-oriented and 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 proactive, process-oriented sales approach.
- Proactively create and maintain the required documentation for customers.
- Maintain the Salesforce CRM database and dashboards.
- Participate in sales meetings, tradeshow, and conferences.
- Participate in mine visits for system installation, commissioning, or support as needed.

#### REQUIREMENTS:

- Minimum five-year degree in Engineering.
- Fluent in English and Spanish.
- Excellent negotiation skills.
- Be able to read and analyze documents, technical procedures, and government regulations.
- Team player with a positive attitude that can work well under pressure to meet expected deadlines.
- 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 Latin America offers a generous compensation package and benefits, as well as an innovative and driven work environment. To apply please send your (English) resume and cover letter to [careers@motionmetrics.com](mailto:careers@motionmetrics.com). Please do not call us directly. Only applicants selected for an interview will be contacted.