



## MINING SALES ACCOUNT MANAGER – SUDBURY CANADA

Are you a driven sales person who thrives in a self-managed proactive role?

Do you enjoy helping customers adopt technology solutions?

If you answer yes, we need you to join our dynamic team!

RCT Technologies Inc. (RCT), is a leading provider of control, automation, protection and data management solutions for mobile mining equipment.

We are a global company on a continued growth phase and we're looking for a strong experienced sales person to build solid and sustainable sales in Canada.

You can find out all about our company and the vast array of products and technology solutions we provide at [www.rct-global.com](http://www.rct-global.com)

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Please ensure you can answer 'yes' to all of the following questions before you proceed with this application.

- Have you worked in the mining industry in underground mine & open pit mines?
- Have you been in a technical sales role already?
- Do you have established mining industry contacts?
- Are you up for regular travel involving high value face to face meetings with customers?
- Are you a sales hunter who never takes no for an answer?
- Do you value long term relationships with your customers?
- Are you only interested in achieving daily high payoff activities?

Well if you have got to this point and said yes to all of the above here's some more details about this fantastic role;

As the Account Manager for about 50 quality customers you must be able to develop account plans that are structured to achieve budgeted revenue. Using our sales tools and processes is integral to your daily discipline, acting as the voice of our customers back into our organisation. You are prepared to go to mine sites and spend quality time with production, maintenance, procurement and safety personnel to build quality relationships and generate sales.



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Key requirements include:

- 10 years + experience in mining with a technical background
- Ability and passion to learn about technical products & solutions
- Know when to ask and listen, and know when to offer solutions
- Work willingly with other support people to qualify customer requirements in detail
- Ability to speak professionally to a broad range of customer contacts from mine site to corporate level
- Understand, use and leverage our sales framework, processes and CRM
- Have engaging presentation skills with the ability to speak about our technology and professionally communicate its value to customers
- Not afraid to prospect for new customers
- Drive and own Canadian marketing activities that generate real measurable revenue
- Join our dynamic business team based in Sudbury

Ultimately we are looking for a sales person who is prepared to own their territory, own their customers, own their sales results and do the hard yards to be a positive influence within the Canadian mining industry for the benefits that RCT products and solutions deliver.

Must have's include:

- You must be legally able to work in Canada and travel internationally
- Have a valid passport
- Above average computer literacy
- Medically fit, and able to pass regular drug and alcohol testing
- Experience and ability to work both underground and surface mines
- Bilingual in English & French would be an asset

A salary package & benefits will be set to engage the right person.

Applications close 30 June 2019

To apply forward your resume by email to: [hr@rct.net.au](mailto:hr@rct.net.au)