DATAMINE

Datamine Canada

Technical Sales Executive - Mine Engineering Solution

The Company

Datamine is one of the world's leading developers of geological modelling and mine planning software for the mining, geology and exploration industry. Datamine Canada is based in Sudbury, Ontario and has sales and technical support offices in every major mining country around the world. We are currently expanding our business in Canada and seeking a Technical Sales Executive for our office in Sudbury.

The successful candidate will work closely with prospective customers to develop and qualify leads through cold-calling, networking, attending trade shows and other sales initiatives. The role entails working with different aspects of a customer's business from C-Level management to technical support staff to provide them with the best solution to fit their requirements. This routinely includes negotiating, developing and delivering proposals and presentations and managing client expectations throughout the sales cycle and product implementation. This position may involve considerable travel within Canada and potentially internationally. The successful applicant will be required to hold a valid passport, driver's license and be available to travel for varying periods of time.

The Position

The position reports to the General Manager of Datamine Canada and offers a competitive salary and benefits package. The position offers considerable opportunity for growth and advancement within Datamine as well as working as part of a dynamic, collaborative, progressive and high-performing team.

This position will be focused on demonstrating mine planning software applications including optimization, design, and scheduling for producing short, mid, and long term mine plans. Understanding of both open pit and underground planning would be an asset. This position would also be focused on building tools to improve mine planning and optimization processes.

Qualifications & Skills

- Bachelor's degree

- Mining engineering or Geology experience (Preferred but not required)

- Knowledgeable about the metals & mining industry and effective mine designs, processes and development.
- A minimum of three to five years of proven experience in a B2B selling role (Previous experience in the mining industry preferred)

- Ability to demonstrate strong analytical and problem-solving skills

- Ability to work within a team environment and possess excellent interpersonal, written and verbal communication skills (English required, bilingual preferred)

- Ability to take initiative on projects and work independently

- High level of organization and attention to detail

- Demonstrated ability to perform the essential functions of this position

- A positive attitude and an enthusiastic desire to contribute to Datamine's business will be highly valued.

- Excellent skills with MS Office

- Previous use of a CRM (Preferred)

Main Responsibilities

- Present, promote and sell Datamine products and services to new and existing customers

- Establish, develop and maintain positive customer relationships

- Reach new prospective customers through cold calling, trade shows and other marketing activities.

- Achieve agreed upon targets on time

- Coordinate with other departments and team members to ensure customer satisfaction

- Continuously improve through feedback.

If you are interested in applying for this position, please send your resume and cover letter to accounts.ca@dataminesoftware.com.

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