

VACANCY

SENIOR REGIONAL SALES MANAGER: MINING

Reutech Radar Systems is a radar development company located in Stellenbosch. We develop radar systems and subsystems for the defence, security and mining industries, both locally and internationally.

Achieving growth and sales targets within designated region. Implementation of strategic sales plan that will expand companies customer base and ensure strong presence. Build and promote strong, long-lasting client relationships by understanding their needs. Identify emerging markets and markets shifts while being fully aware on new products and competitors status. Tracking sales targets and compiling of reports showing progress to direct senior manager. Personal development of product knowledge within the company product basket. Work with internal departments such as Operations and Marketing.

MAIN RESPONSIBILITIES:

- 1. Management of key client and/or product accounts in designated regions**
 - Understand the current Reutech product offering
 - Continues training regarding product knowledge
 - Assist in identifying of new potential products to add to Reutech product basket
- 2. Participation in conferences and exhibitions**
 - Liaise with the distributor in the planning and execution of conferences and exhibits
 - Presentation of Reutech product offering and getting clients in region to participate by means of attendance or presentations
 - Make provision for sufficient budget for all marketing related events within specified region
- 3. Growth of Reutech Mining market share in the designated regions**
 - Generation of new sales leads
 - Understanding changes within the region mining sector
 - Direct sales
- 4. Key relationships – External:**
 - Provide proposal and spares quotes as and when required to the distributor
 - Accompany distributor to meet with clients in designated region

5. Key relationships – Internal (Reutech Mining):

- Provide weekly reports to Line Manager
- Be the link between Mining Support and the client or distributor
- Gather of competitor knowledge to assist the Marketing Team in generating content
- Provide feedback on market product requirements

QUALIFICATIONS AND SKILLS

- Technical/Tertiary qualification beneficial
- Marketing and sales qualification will be an advantage
- Minimum 5 year proven sales track record of advanced technical equipment in the mining industry (electronics, radar, telecommunications or complex software products)
- Ability to build quality and long term relationships with client
- Knowledge and experience in the mining and more specifically in the geotechnical environment (advantageous)
- Mine communication systems knowledge
- Willing to travel for extended periods if required
- Willing to work on surface and in underground mines
- Ability to adapt to a changing and dynamic working environment
- Excellent communication skills
- Salesforce experience (advantageous)
- Strong Word and Excel capabilities
- Presentation skills
- Sales within the mining industry
- Ability to work both as part of a team and individually

Should you be interested and meet the requirements, please submit your application to Monique van der Walt at careers@reutech.co.za

Should you not receive any feedback within 2 weeks from submitting your application, please consider your application as unsuccessful.

The company has the right to cancel or amend the vacancy as advertised.



Innovating for a better tomorrow

REUTECH **35**
RADAR SYSTEMS