



MINERAL

PROCESSING SOLUTIONS

AREA SALES MANAGER

09/07/2020

Location: Brisbane

Area Sales Manager

Mineral Processing Solutions (MPS) is a distributor of leading mobile, fixed and modular processing and handling equipment, focussed on a vast range of market sectors, including mining, quarrying, earthmoving, recycling, forestry, ports, civil infrastructure and materials handling.

This position offers a sensational opportunity for an experienced candidate to secure a critical role within our growing company.

About the role

Reporting directly to the Regional Manager Eastern Australia, you will apply your skills and abilities to a vast variety of situations.

The main responsibilities will include:

- Conduct mobile equipment sales and hire direct selling activities within defined territories to achieve personal sales targets and achieve overall MPS targets.
- Report regularly to the Regional Manager on progress of all activities, market trends, competitor activity and risk / opportunity factors identified
- Apply effective time management skills to plan and priorities workloads in order to meet sales / management deadlines.
- Assist customers with plant and process reviews, providing customer-oriented improvement and efficiency
- Devise plant proposals based on customer-supplied information and requirement
- Provide regular forecasts for equipment and hire fleet ordering requirements in a timely manner, as and when required by the Regional Manager

- Proactively improve the reputation of MPS within its associated business units, both with customers and stakeholders, by providing a high standard of customer service, ensuring any issues are resolved at first point of contact
- Assist all relevant MPS Sales Representatives and Sales Managers with plant design and process reviews for hire related activities, providing customer-oriented improvement and efficiency.
- Increase the reach of MPS sales and marketing endeavors for hire, using a variety of methods, to cover the entirety of the designated territories
- Continue to increase the MPS customer base within designated territories in line with (or exceeding) market growth potential
- Work with the MPS team to establish a new customer base for the sale of aftermarket parts
- Gain supplier registration, prequalification as an accredited supplier, and preferred supplier status etc., with customers, for all agreed service offerings.

Skills and experience

- Minimum of two years' experience working in a mining, quarry and/or heavy equipment sales environment
- Minimum of two years' experience in a direct sales position
- Proven track record and business development
- Current C Class (or greater) Driver's Licence
- Sound computer skills
- Five plus years' experience working in a sales-based role selling mining, quarrying or earthmoving equipment (desirable)

Why MPS

- Be part of an energetic and collaborative team.
- Be rewarded with a great base salary.
- Fully maintained Branded Company Vehicle.
- Tools of trade including mobile phone and laptop.
- Additional training and regular support to advance your career.

A Full-time permanent position will be offered to the right applicants at a rate of pay that will depend on experience.

Immediate start is available.

Please forward your CV and cover letter to hr@opsaust.com.au

Initial enquiries can be made by contacting Tim Begley during business hours on 93590333.