

Business Solutions Executive, Micromine & Geobank

Denver

We are seeking a highly motivated Business Solutions Executive to join our US team based in our Denver, Colorado office. Reporting into the North American Regional Manager, this role will play an integral part in the continued operation of MICROMINE's North American business.

The Business Solutions Executive will be responsible for the sale of our Micromine and Geobank products and associated business development and account management activities in the United States. This position will work closely with the global sales team and the Global Sales Manager based in our Perth, Western Australia head office.

Skills and Experience

- A degree qualification (preferably in a mining related discipline);
- Knowledge and background in sales, with at least 5 years' experience in a similar role;
- IT and mining knowledge;
- Proven ability to liaise and build strong relationships with clients and internal stakeholders;
- High level of organization and self-motivation;
- Proven ability to negotiate mutually beneficial outcomes;
- Willingness to work flexible and sometimes extended hours, including varying degrees of travel in order to meet targets and deliver exceptional client value;
- Proven ability to identify potential clients and build a significant sales pipeline, including cold-calling where required;
- Excellent written and verbal communication skills;
- Ability to recognize client requirements and provide value propositions to address them;

In return, you'll be offered a competitive base salary and benefits commensurate with your level of industry experience and expertise, along with on-target sales commissions and an enjoyable working environment.

You must be legally entitled to live & work in the United States and live in the Denver area to apply for this Centennial / Greenwood Village, CO based position.

MICROMINE is an equal opportunity employer, who offers all staff competitive salaries, training and career growth opportunities.

For further information

To apply for this position, please send your resume to careers@micromine.com, quoting reference number **115**.