

Solution Sales and Account Manager – MICROMINE and GBIS

Perth

We are seeking a highly experienced solution sales representative for our exploration and data management product solutions. You will be responsible for managing all sales activities in assigned accounts and generating new business in assigned territory or region to meet agreed sales targets. You will have a proven ability to manage quality and consistency in product and service delivery to provide exceptional client value.

Primary Responsibilities

- Present and sell Micromine's exploration and mine design product suite known as MICROMINE and its data management product known as GBIS together with attendant services including Consulting, Training and Product Support and Maintenance to current and potential clients as directed
- Prepare action plans and schedules to identify potential clients
- Follow up new leads and referrals resulting from marketing and/or field activity
- Identify sales prospects and contact these and other accounts as assigned
- Prepare presentations, proposals and sales contracts
- Maintain client data in the customer relationship management (CRM) database system
- Prepare and maintain status reports, including activity, closings and follow-ups
- Communicate new product and service opportunities, special developments, client information or feedback gathered through field activity to appropriate company staff
- Coordinate with company staff to accomplish the work required to close opportunities

Additional Responsibilities

- Participate in marketing events such as seminars, trade shows and product launches
- Liaise with Services staff to ensure satisfactory product delivery and client training
- Attend and participate in industry networking events
- Participate in product training
- Establish relationships with key product stakeholders including product development, product management and product marketing

Knowledge and Skill Requirements

- Proven ability to build strong relationships and liaise with clients and internal stakeholders
- Excellent written and verbal communication skills
- Proven persuasion and negotiation skills
- Well organised team player with confidence and motivation to succeed
- Possession of a valid drivers' licence
- Willingness to work flexible hours including occasional travel in order to meet targets and deliver exceptional client value



- A background in software solution sales and / or the resources industry is highly desirable

For further information

If you would like further information or a confidential discussion regarding this position please contact Vicky Austin at vaustin@micromine.com (08) 9423 9000.