

STOP WORKING IN THE DARK

Business Development and Marketing

Over the last five years, Minetec has developed a unique Wi-Fi based, real time, physical asset tracking 'enabling technology' for mining. Used predominantly in underground hard rock mines, Minetec has layered value added software solutions that play in both the safety and productivity spaces. There are many unique value propositions inherent in the overall solution set.

The last 12 months in particular has seen a rapidly growing demand for this revolutionary capability and numerous channels to market have made themselves apparent. Because of this evolving model, Minetec is on the lookout for a particular set of skills that are adaptable to a constantly altering commercial landscape.

Minetec seeks a well-rounded resource offering support in a Bids & Proposal capacity, as well as a broad understanding of how to market technology solutions to this very specific area. Fluency with competitor analysis matrices, CRM systems and LinkedIn as a form of industry networking, amongst other things, are necessary.

Reporting to the VP & GM Commercial Development, you will be responsible for high-level sales and customer service activities to our existing and growing client base. You will also help define and reach out to the market Minetec is defining.

If the successful candidate has one well-developed skill set but not the other, mentoring and training is available.

Expect to be involved in:

- Bid management: editorial control of complex technical bids liaising across a multi-disciplinary technical and commercial team
- Preparing and delivering sales collateral including presentations, exhibitions and marketing material
- Management of the Minetec online digital footprint: website, LinkedIn, SEO/SEM
- Input to, and management of, Sales Force CRM

The successful candidate is likely to be a recent graduate (preferably with a technical background) with experience in the mining sector.

We seek applications from individuals who have:

- Technical qualifications (ICT, engineering, science or similar)
- 2-5 years' experience in the mining sector, underground is an advantage
- Demonstrated capability in technical report writing and/or technical bid preparation
- Clear commercial acumen: someone who understands the value of our technology

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- Highly articulate – written, verbal and numerical
- Computer literate across MS Office suite
- Ability to work effectively in a multi-disciplinary team, set priorities and meet deadlines
- Great interpersonal skills with the ability to effectively liaise with a range of internal and external stakeholders, including customers, subcontractors and suppliers

We offer competitive remuneration, excellent facilities at Bibra Lake, as well as an innovative and supportive working environment.

This is a fantastic opportunity for an intelligent, ambitious and motivated self-starter looking to grow and develop their commercial, business development and marketing capability.

Please address applications, including a cover letter and CV, to Melissa Svilicic, Human Resources Business Partner at careers@minetec.com.au.

www.minetec.com.au