



DIRECTOR OF GLOBAL SALES & TECHNOLOGY

WESTPRO MACHINERY is an innovative and established Canadian company providing processing technology solutions around the world for 37 years. Westpro designs and manufactures mineral processing equipment for any scale project and is renowned for its robust construction, reliability and high performance.

The **DIRECTOR OF GLOBAL SALES & TECHNOLOGY** manages the Sales & Marketing Team from Westpro's Vancouver office. The Director and the Sales Team collaborate with the Engineering Department, the Proposal Team and the Process Engineers to facilitate future growth in Global Sales & Technology Development.

RESPONSIBILITIES:

- Lead and manage a team of sales representatives and marketing support professionals.
- Collaborate with the Proposals Team, Engineering & Design Department and Mineral Processors Teams to ensure successful bid submissions.
- Successfully negotiate and close complex contracts and proposals.
- Drive global business development and marketing initiatives in capital sales, retrofits, spare parts and services.
- Establish and manage short and long-term sales and marketing plans, goals and programs to ensure profitable business growth.
- Develop and monitor annual Goals & Objectives including sales forecasts and pricing strategies.
- Ensure the Sales Team meets the Goals & Objectives.
- Develop technology and product solutions and strategies to provide the best process technology solutions to both engineering companies' and end-users bid requests.
- Contribute to new product development by identifying opportunities and contributing to marketing and commercialization efforts.
- Maintain excellent Customer relations and service standards.
- Facilitate maintaining and expanding strong working relationships.
- Provide exceptional customer follow-up and maintain an accurate and up-to-date Customer database.
- Participate in industry conferences, tradeshow and industry-related events.

EDUCATION / EXPERIENCE / SKILLS:

- Minimum of 10 years experience in a sales position for capital equipment in the mining industry.
- Minimum 5 years experience in a sales leadership role.
- Working knowledge of mineral processing equipment and systems applications in mining, aggregates or wastewater.
- Diploma or Degree in Mineral Processing, Chemical or Mechanical Engineering.
- Computer skills must include Microsoft Office and Salesforce is an asset.
- Efficiently organize, schedule and prioritize work.
- Proven ability to manage and mentor team members to reach sales goals.
- Confident and effective communication, negotiation and customer relations skills.

HOW TO APPLY:

Please email your Cover Letter and Resume to HumanResources@WestproMachinery.com