



PO Box 1420, 140 Service Rd
Indian Head, SK S0G 2K0
Phone: 306.695.2460
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valeindustries.ca

POSITION OVERVIEW			
POSITION TITLE	Mining Equipment Sales Representative	DEPARTMENT	Aggregate & Mining
REPORTS TO	CEO	VERSION AND DATE	V1022723
TERM TYPE	Permanent Full-Time	LOCATION	Indian Head, SK
About VALE:			
<p>Vale Industries Ltd is a manufacturer of engineered products and equipment for the agricultural, aggregate, mining, and related sectors. With roots in manufacturing going back 30 years, Vale knows how to deliver solid solutions and exceptional value for our customers. Our management team has over 100 years of practical, hands-on experience in engineering, manufacturing, and business management, focused on leading Vale's next phase of strategic growth. At Vale, we uphold a high standard of quality, integrity, and safety to demonstrate our commitment to our employees, customers, suppliers, and community.</p>			
Job Summary:			
<p>The role of the Mining Equipment Sales Representative is to promote and sell Vale Industries' Aggregate and Mining solution products and services primarily within the Saskatchewan and Alberta mining regions as well as some wider Canadian and North-western US Travel market development. Are you driven with a passion for sales and above average earnings? We want to hear from you! While searching for the best opportunity for yourself today, we are already thinking ahead of <u>your</u> future tomorrow. If you have a sincere desire to advance your career, we challenge you to take it one step further and apply! This position requires up to 50% travel, mainly local driving with occasional domestic and US flights.</p>			
Duties and Responsibilities:			
<ul style="list-style-type: none">▪ Manage sales of products and services to small and large sized mining customers within the Saskatchewan and Alberta region▪ Retain and grow business with existing customers and, in particular, generate sales through increasing the quantity of customers that are interested in our wide range of mining products▪ Proactively understand customer needs and match them with our product offering to maximize customer value and sales profit▪ Pursue sales leads; visit existing and new customers who may be of strategic importance to the organization, autonomously and independently▪ Assess customer needs and suggest appropriate product and services; respond to more complex customer enquires▪ Negotiate delivery and other logistic assistance within limits of authority and conclude sales orders to meet revenue targets▪ Collect and communicate relevant business and market intelligence to product and sales management by using the applicable systems including trade show attendance.▪ Establish annual, quarterly, monthly, or weekly sales plans and prioritize and schedule activities so these targets are met			



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- Develop a full understanding of Vale’s customized aggregate and mining solutions including portable and stationary conveyors, chassis, and structural supports to connect and mount equipment for sizing, crushing, screening, washing, etc.
- Other duties as assigned

Education and Qualifications:

- Technical Degree (or two-year College Diploma) or equivalent experience
- Two or more years of technical knowledge in heavy equipment/mining industry

Knowledge Areas and Experience:

- Western Canadian mining customer contacts and sales experience would be considered an asset
- Previous knowledge or experience with Vale products would be considered an asset
- Ability and desire to work independently at creating a larger customer base
- Strong analytical/data analysis skills
- Excellent written and verbal communication skills with a strong customer service focus
- Proactive with demonstrated initiative
- Valid driver’s license required
- Must be legally eligible to work in Canada
- A sincere desire to succeed and advance your career

What Vale Offers:

- Meaningful work with a team of motivated individuals at a growing manufacturing company
- High standards as demonstrated in the quality of our products
- Real opportunities for growth and development
- Opportunity to take on responsibility and overcome challenges to sell a multitude of high-quality mining equipment and solutions
- The opportunity to make an impact on our business performance
- A workplace where decisions can be made on your great ideas and suggestions quickly by local management and ownership
- Our Core Values are the soul of the company. They guide us in our actions and daily business decisions. We are a company with an open-minded culture that encourages employees to share ideas and work innovatively

Compensation:

- An excellent comprehensive compensation package including matching RRSP, competitive health, dental, life and disability benefits

*To apply for this position please submit your resume and cover letter via email to Human Resources at VALE Industries.
hr@valeindustries.ca*