

# ACCUTRON INSTRUMENTS EMPLOYMENT OPPORTUNITY



## **BUSINESS DEVELOPMENT SALES MANAGER**

For Mine Ventilation Automation - Accutron Instruments Inc. - Sudbury, ON, Canada.

### **ABOUT THE POSITION**

As a Business Development Manager of ventilation systems, you will have the global responsibility for promoting Accutron Instruments Inc. ventilation automation solutions for underground mines. Your mission will be to define a strategy and business plan to develop the sales of Accutron Instruments automation solutions. Other tasks consist of examining the market's feedback on Accutron Instruments products and solutions, and to keep an eye on trends in the business. Furthermore, you need to identify business opportunities, establish contacts and close deals with end customers or through local Accutron Instrumentation organizations worldwide. You will be based in Sudbury, Ontario, Canada. However, with many international customers you will travel frequently.

### **TASKS**

#### **NEW BUSINESS DEVELOPMENT**

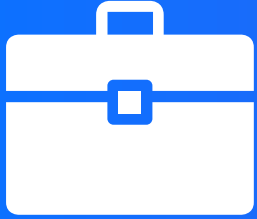
- Prospect for potential new clients and turn this into increased business.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities. \* Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Plan approaches and pitches. \* Work with team to develop proposals that speak to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. \* Use a variety of styles to persuade or negotiate appropriately.
- Present an image that mirrors that of the client.

#### **CLIENT RETENTION**

- Present new products and services and enhance existing relationships.
- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs.

#### **BUSINESS DEVELOPMENT PLANNING**

- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.



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## MANAGEMENT AND RESEARCH

- Submit weekly progress reports and ensure data is accurate.
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system.
- Forecast sales targets and ensure they are met by the team.
- Track and record activity on accounts and help to close deals to meet these targets.
- Work with marketing staff to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.
- Ensure all team members represent the company in the best light.
- Present business development training and mentoring to business developers and other internal staff.
- Research and develop a thorough understanding of the company's people and capabilities.
- Understand the company's goal and purpose so that it will continue to enhance the company's performance.

## REQUIREMENTS

A relevant degree in Engineering or Business is a prerequisite. You also need documented technical knowledge of automation systems used in industrial processes. We believe that you are an experienced sales person with a background in international sales. An excellent command of English is a must. Since many of your customers are senior people and colleagues have a high degree of technical knowledge, it is most important that you can communicate with them on their level. You have strong social skills with the ability to build long-lasting relations with our customers. In addition to this, you have drive and inspire confidence combined with a great sense of business acumen.

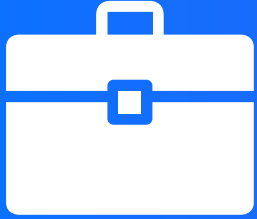
- Experience with different mine ventilation systems and methods is advantageous
- Knowledge of industrial protocols in automation systems is advantageous (Such as RTU, Modbus, Ethernet, SQL, Profibus, Leakyfeeder, etc.)
- Experience and knowledge of different Industrial Electrical Systems is advantageous
- Experience with environmental monitoring sensors for gas and airflow is advantageous
- Knowledge and understanding of DPM is advantageous
- Advanced 3D designing and 3D printing skills is advantageous
- Advanced 2D designing skills is advantageous

## OTHER SKILLS AND QUALIFICATIONS

Networking, Persuasion, Prospecting, Public Speaking, Research, Writing, Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Identification of Customer Needs and Challenges, Territory Management, Market Knowledge, Meeting Sales Goals, Professionalism, CRM, LinkedIn, Cura, AutoCAD, Google Apps for Work and Microsoft Office.

## TERMS OF EMPLOYMENT

Full time – days, evening and weekends  
Language: English



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## ABOUT THE COMPANY

At Accutron Instruments Inc. we design, manufacture and commission a wide range of mining sensors to meet the demands of harsh industrial environmental conditions and infrastructure demand. Our products include airflow monitors, toxic gas detectors, temperature, pressure and humidity level sensors and complete Mine Air Quality Stations (MAQS).

We are committed to the continuous development of top-quality instrumentation for process automation solutions. We are driven by the work we do, creating global impact in the mining industry that leads to market advantages for our customers and a strong successful future for our company.

Accutron Instruments Inc. is a leading manufacturer of underground mine ventilation & automation technology founded in 1993. We are based in Sudbury, Ontario, Canada. We supply worldwide industrial markets with products and services for ventilation monitoring, process automation and optimization of mine ventilation systems to improve process efficiency and energy conservation.

## APPLY BY

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Website: <http://accutroninstruments.com/>