



R O C K M O R E
I N T E R N A T I O N A L

Rock Drilling Tools

JOB POSTING: BUSINESS DEVELOPMENT MANAGER

Business Development Manager, Latin America (individual contributor in sales engineering role) to be responsible for the introduction & positioning of our top-quality percussive rock drilling tools & brand in Latin America, developing the commercial strategy for distributors & end customers in the mining industry in Perú, Chile, Bolivia, Argentina, Brazil, Ecuador, Colombia & Central America. Support opportunities to increase rock drilling product sales in existing accounts & identify trends & changes that open new opportunities in each market segment: Open pit & Underground. This includes direct sales to mines & indirect sales via distributors. Unlock new opportunities for sales org. to manage on an ongoing basis. Continuously provide product feedback for new/existing product development to Research & Development team.

- Achieve & exceed region's monthly & annual sales quota, strategic & unit sales mix objectives, profit goal, & market share goals.
- Apply experience in mining industry either directly or through selling & servicing mining consumables to the underground mining, open pit mining, quarrying, & construction markets.
- Apply experience supplying mines that are located at an altitude of over 3000 meters above sea level.
- Identify new distribution channels w/ good access to end customers & suitable sales or service capabilities. Support distribution agreements, training, & contract enforcement by sharing engineering expertise & sales opportunities.
- Confer with customers and engineers to assess equipment needs and determine system requirements.
- Responsible for drilling optimization to reduce cost per drilled meter & increase performance of drilling tools.
- Qualify mining opportunities based on likelihood of success & fit w/ Rockmore's value proposition, for the purpose of focusing sales efforts. Maintain a pipeline of qualified opportunities to help sales org. pursue prospective new sales.
- Identify trends & changes for new opportunities w/ existing customers, incl. organizational appointments, articulate corp. strategies, or issues w/ competitor products, service, or supply.
- Network & build relationships via conferences, trade shows, industry groups, & forums that broaden Rockmore's access to decision makers & position the company as a leader.
- Initiate contact w/ prospective customers or distributors to develop relationships on a strategic level.
- Develop sales plans for customer meetings. Following the visit, construct a final report outlining the findings, actions, & market intelligence.
- Prepare and deliver technical presentations to explain drilling products and to provide technical-commercial training in proper use of drilling tools to customers and prospective customers.
- Facilitate discussions for sales org., incl. formulating goals of drilling programs, providing input to technical specifications, or supporting test programs to elevate the rock tools discussion.
- Support contracts negotiations & preparation of tenders w/ expert knowledge of mining processes, operations, & goals. Leverage customer & applications knowledge to better value-sell our rock drilling products.
- Apply experience in failure analysis of drilling & blasting, why they occur, & how to correct them.
- Apply experience in contracts negotiations, preparation of tender documents, & value-selling.
- Apply working knowledge of rock drilling & blasting, tools, & equipment; w/ understanding of development, production, & roof-support drilling.
- Apply solid understanding of cost of operation & financial impact of drilling & blasting on mining, incl. total cost of ops. & implications on cycle time & downstream ops.



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- Apply experience in defining the drilling & blasting operating parameters activity & its impact on the performance of the drilling tools.
- Monitor & provide individual technical advice to international clients, freelancers, & distributors incl. frequent visits to countries assigned.

Minimum functional and technical skill requirements:

Applicant's experience must include:

- A solid understanding of cost of operation & financial impact of drilling & blasting on mining, incl. total cost of operations & implications on cycle time & downstream operations.
- Experience in defining the drilling & blasting operating parameters activity & its impact on the performance of the drilling tools.
- Experience in the failure analysis of drilling & blasting, why they occur, & how to correct them.
- A working knowledge of rock drilling & blasting, tools & equipment, w/ understanding of development, production, & roof-support drilling.
- Experience in mining industry either directly or through selling & servicing mining consumables to the underground mining, open pit mining, quarrying, & construction markets.
- Experience in contracts negotiations, preparation of tender documents, & value-selling.
- Experience supplying mines that are located at an altitude of over 3000 meters above sea level.
- National travel to unanticipated worksite locations (10%) & international travel (40%) is required.
- Telecommuting permitted upon approval from manager.

Minimum education and experience requirements:

Applicant must have a Bachelor of Science degree in Industrial Engineering, Mining Engineering, Geology, related field or equivalent, & 10 years of experience as Business Development Manager (individual contributor), Account Manager, Sales Engineer, International Sales Executive, Industrial Sales, or related occupation in the mining or construction industries.

Additional:

Timeframe: Full-time

Location: Telecommuting from anywhere in the U.S.

Other: 40 hours per week

Applicants who are interested in this position may apply by sending a resume to info@rockmore-intl.com