

Business Development Manager - Perth

Our Company

Mine Site Technologies (MST) is a global leader in providing solutions to improve safety, efficiency and productivity for mining and industrial markets. Australian owned and established for over 23 years, our solutions are trusted by the world's largest mining houses and operate in over 500 mines globally.

MST is a vertically integrated company incorporating hardware and software product development; assembly; direct sales; project management and deployment resulting in turn-key configurable solutions. The customer experience is further tailored using managed services to offer support and maintenance, remotely or on-site, over the life of the relationship.

MST's vision is to be the preferred global partner for mission-critical unified communications and asset tracking solutions in harsh industrial environments.

MST's mission is to excel at offering configurable solutions for voice and data communications and asset tracking, thereby improving productivity and safety in mining and tunnelling.

The Role

Based in Perth, and reporting to the General Manager – Asia Pacific, you will be responsible for identifying and winning new opportunities in new accounts or sites within the Western region providing them with selected products and services from the Mine Site (MST) portfolio against agreed commercial targets.

Your Background

Skills and Expertise

- At least 10 years' experience in Engineering, Communications, Marketing or Commerce preferred.
- Technical understanding of networking, wireless and radio solutions and how these relate to the mining and allied industries.
- A sound understanding of the mining market and ecosystem.
- Proven experience in compiling detailed and technical tender writing and submissions.
- Prospecting and closing skills.

Competencies

- Self-motivated.
- Good communicator.
- Excellent written skills.
- Active listener.
- Driven and innovative in approach.
- Competitive and ethical.

Asia Pacific Regional Offices

Sydney
Level 5, 113 Wicks Road
North Ryde NSW 2113
Tel: +61 (0)2 9491 6500

Mackay
149 Shakespeare Street
Mackay QLD 4740
Tel: +61 (0)7 4944 4000

Brisbane
1/27 Jeays St
Bowen Hills QLD 4006
Tel: +61 (0)7 5559 7618

Mt Isa
48 Barkly Hwy
Mt Isa QLD 4825
Tel: +61 (0) 8 9472 1710

Perth
Unit 3, 158 Francisco Street,
Belmont WA 6104
Tel: +61 (0) 8 6369 9700

Kalgoorlie
15 Close Way
Kalgoorlie WA 6430
Tel: +61 (0)8 9022 2300

Gladstone
2/38 Lord Street
Gladstone QLD 4680
Tel: +61 (0)7 4972 2000



- Persistent, disciplined and focused.
- A good team player and mentor.
- Tenacity, results driven mentality and the ability to work and excel in an autonomous environment.

If this sounds like a challenge you would relish please email a covering letter and your resume to careers@mstglobal.com or apply below.

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