

Swiss Tower Mills Minerals AG is an ambitious mining equipment company based in Baden, Switzerland. Our high-tech mills are used for efficient extraction of minerals in the regrind, fine and ultra-fine grinding industries. STM develops, produces, assembles, commissions and services these specialised mills worldwide.

To strengthen our team based in **Perth, Australia**, we are looking for a motivated

Sales Manager

Your responsibilities:

- Identify and manage sales opportunities in the Australia and Asia Pacific region
- Map the project and define the sales strategy
- Prepare and submit quotations, follow up, negotiate and secure customer orders with the support of the STM and Sales Partner organisation.
- Arrange the hand over or close out of the sales opportunity (report, internal meeting, hand-over to Project Management and engineering)
- Support sales pursuits across the regions
- Regular travels to the main mining countries, meetings with mining companies, Engineering consultants or EPCM's,
- Prepare and present sales arguments for the STM products
- Prepare trade-off study templates for STM vs. competitor products
- Build and maintain relationship with stakeholders of the business
- Develop and drive marketing activities such as brochures, technical papers, press releases.
- Feedback to the STM organisation (market trends, competitor information, customer feedback)

Your background:

- Technical education in (mineral) process engineering, mechanical engineering or electrical engineering.
- Minimum 5 years experience in the mineral processing industry with good existing network.
- Several years sales experience of capital equipment, preferably grinding equipment.
- A collaborative, solution-focused approach and strong written and spoken English communication skills.
- Large motivation and interest to find new solutions.
- Independent goal-oriented way of working, yet a team player.
- Willingness to travel (approx. 30%)

We offer you:

An engaging and diverse challenge in a success-oriented company with a demanding remuneration and good development opportunities. Do you think this job is for you? Then we look forward to receiving your application via email.

STM Minerals AG

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