

## Gerente Superior de Ventas para América Latina (gn) | Sensor-based Mining Automation (Santiago, CL)

indurad is a leading company in the Mining Equipment, Technology and Services sector. With our unique solutions consisting of advanced Radar sensors, software and services we create value by eliminating bottlenecks in key operational processes of the mining and bulk handling industries. The Digitalization we bring allows people to work more safely and effectively in the harsh environmental conditions of these industries.

indurad is managed by our visionary founders with proud support by our Australian investor RCF Jolimont. With its headquarters in Germany, Aachen and affiliations in Australia, Canada, Brazil, Chile, South-Africa and Russia, we can truly offer you a unique opportunity to grow.

### We are looking for

- A person with proven leadership skills to drive our Latin American activities from our Chilean office.
- An ambitious sales engineer with knowledge of automation in above mentioned industries.
- A person with a network in the Chilean and Latin American mining and bulk industry.
- Native or professional proficiency in Spanish.

### Your Tasks

- Develop the local office and customer base in Chile, Peru and at a later stage additional countries in Latin America.
- Assist incumbent distributors and sales partners.
- Consult our end customers in a genuine fashion.
- Analyze complex customer requirements from direct interactions and tender documents.
- Preparation of technical and commercial proposals, including timelines.
- Be the trusted liaison for the indurad headquarters in Germany, Aachen.
- Actively analyzing and discussing issues, highlighting market developments as well as risks related to specific deals with the Vice-President Sales and Project and the Global Sales Director.
- Frequent travel in the region.

### Your Profile

- Successfully completed university degree in engineering – other degrees welcome with technical experience.
- Comprehensive, technical background in the mining and bulk material handling industries and good understanding of process automation in mining/raw materials engineering
- Several years of professional experience in sales of complex sensor or automation solutions.
- Strong communication and teamwork skillset and project management experience.
- Strive to understand and respect individuals, no matter who they are.
- Proactively communicate, listen carefully and truly connect with people.
- Independent and structured way of working, confident appearance and good organizational skills.

### Our Offer

- Work in a highly motivated and experienced international team.
- Be the pacemaker in 3D radar process automation.
- In depth six months training package at indurad's headquarter in Aachen, Germany.



- Strong growth focus supported by the founders, the management team and the board.
- Varied and challenging tasks in an international project environment.
- Flexible working hours

### How to apply

Please send your complete application documents (short cover letter in email text or PDF, curriculum vitae, certificates including school and university diplomas and references, if applicable) in PDF format (no more than three files), stating your expected annual base salary and the next possible starting date, by e-mail to [recruiting@indurad.com](mailto:recruiting@indurad.com).

indurad is an Equal Opportunity Employer.

Please note only shortlisted candidates who meet the above requirements will be contacted, agency referrals will not be accepted.

