



Global Head of Sales (gn) | Sensor-based Mining Automation

Our Company

Our technology company is twelve years old and supplies five of the ten largest mining companies in the world. Our head office is in Aachen (Germany) with offices in Australia, Brazil, Canada, Chile, Russia and South Africa. We equip the mining and bulk material handling industries with modern sensor solutions, allowing people to work safely and efficiently in all weather conditions. For example, we automate train loadouts, shiploaders, stackers/reclaimers and crushing plants. The requirements of the modern resource industry are versatile and demanding, meaning that solutions from other industries often cannot be used. We fill these gaps and build customer specific solutions based on our in-house developed electronics (3D Point Cloud imaging Radar, RTLS, GNSS), always ruggedized for heavy outdoor use. Indurad is managed by its founders with proud support by our Australian Investor RCF Jolimont.

We are looking for

Are you ambitious and have a sound knowledge of sales and industrial automation? We are looking for a **Global Head of Sales (gn)** full-time at our location in Aachen. The role includes regular face to face visits of customers with sales team members from our global offices.

Your Tasks

- Act with real leadership to the global sales team in Aachen and overseas as an enabler. Relentlessly communicate (strategy), listen carefully, understand, and connect deeply at the human level, always be positive but very direct, coach and challenge them to be proactive. Make sure they do not feel left alone and help them grow.
- Consult the customer in a genuine fashion and do not think short term. Coordinate and assist our distributors and sales partners. Take personal responsibility for selected end user key accounts. Understand and respect the individuals, no matter who they are.
- Analyse complex customer requirements from scratch or from tenders. Preparation of technical and commercial proposals. Consult with specialist Indurad departments.
- Intensive internal communication with the top management team. Direct reporting to the VP Sales&Projects. Actively discussing issues, highlighting market evolutions and risks related to specific deals. Offer options to make decisions on prioritizations.
- Travel activity in Europe and overseas countries about 30%.

Your Profile

- Successfully completed university degree in engineering – other degrees welcome with deep relevant experience.
 - Comprehensive background in the mining and bulk materials industry with technology and good understanding of process automation in mining/raw materials engineering
 - Several years of professional experience in sales of complex sensor or automation solutions, preferably in the mining & bulk materials area
 - Proficient use of English and at least one more language (German/French/Spanish) on an independent level. German language skills are a clear plus
 - Strong communication and teamwork skillset
 - Independent and structured way of working, confident appearance and good coordination skills
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Our Offer

- Work in a highly motivated international team being the pacemaker in 3D radar process automation in harsh environments
- Strong growth focus supported by the founders, the management team and the board
- Varied and demanding tasks in an international project environment
- Our Headquarter in Aachen allows easy living in Germany, Belgium or The Netherlands
- Flexible working hours
- Cooperation in a committed team

Please send your complete application documents (cover letter, curriculum vitae, certificates including school and university diplomas and references, if applicable) in PDF format (no more than three files), stating your salary expectations and the next possible starting date, by e-mail to personal@indurad.com.