

BEAVER

MINING SUPPLIES PTY LTD

ACCOUNT MANAGER/SALES REP – GERALDTON BRANCH

- Exciting business development role in growing Midwest region
- Focus on pipe, hose, valves and fittings
- Strong company – mining industry client base

Beaver Mining Supplies is a privately-owned company that has grown significantly to become a leading supplier to the mining industry with branches in Bunbury, Perth and Geraldton. We specialise in supplying pipe, hose, valves and fittings to the mining industry in Australia and overseas.

An opportunity now exists to join the Geraldton team at Beaver Mining Supplies in the role of Account Manager/Sales Rep. This is a dynamic role with responsibility for business development in the Midwest Region.

Key responsibilities of this role include:

- Identify and acquire new clients
- Develop and grow sales with existing clients
- Pursue and manage project opportunities
- Provide technical advice to clients
- Specification and quoting
- Client follow-up and relationship management

To be considered for this role, you will need:

- Solid technical or mechanical background
- Significant experience in dealing with the mining industry
- Demonstrable ability to develop and grow sales
- Strong commercial skills with the ability to work in a team

We are looking for a team-player who thrives on challenges and is driven to succeed in their career. This is an autonomous, customer-facing role so motivation, discipline and excellent communication skills are essential. You must be able to travel extensively to develop the customer base within the region.

On offer is an excellent package including generous base salary, super, company vehicle, laptop and phone. There is significant opportunity to progress in the company as our business grows if you demonstrate ability and motivation. To apply please send your resume with covering letter to Josh Beaver at josh@beavermining.com.au.

Note: Only applicants shortlisted for interview will be contacted.