

Head of Business Development, Sales & Marketing

Mobile Parts Inc. is a major supplier of mobile equipment parts and specially fitted utility vehicles designed to carry people and materials in mining environments. We are proudly located in Sudbury, Ontario and supply parts and products to the mining industry in multiple countries worldwide! We are looking for an ambitious and team-oriented individual to join our team!

The Role:

We are seeking an experienced Head of Business Development, Sales & Marketing to join our senior management team. The incumbent will be responsible for developing and driving new business opportunities, and leading the sales team to maximize and grow profitable sales.

Key Responsibilities:

- Initiate business development and sales strategies to drive profitable sales growth;
- Lead, coach and mentor the sales team;
- Establish sales targets and drive performance;
- Develop and implement a marketing strategy to support the sales ambitions;
- Effectively interface with Operations, Engineering, and other company functions to enhance customer satisfaction;
- Be able to effectively manage time, budget and expenses;
- Develop optimum Go-to-Market strategies for best sales coverage;
- Select and manage Sales Channel Partners.

Required Skills & Experience:

- Post-secondary degree or equivalent, coupled with 8+ years of direct sales experience;
- Solid experience in business development or building growth plans;
- Strategic or product marketing exposure skills;
- Customer-centric mindset, able to translate customer issues/needs into profitable business solutions;
- Capability to work independently and be a self-starter;
- Experience with mining and construction equipment/parts industries is considered a strong asset;
- Highly motivated and, self-directed; possessing excellent presentation and tender response skills;
- Talented at establishing, developing and maintaining business relationships with current and prospective customers;
- Ability to provide budget projections and meeting or exceeding sales forecasts;
- Strong computer skills;
- Focused time management and organizational skills;
- Solutions oriented and results-driven;
- Excellent communication skills;
- Bilingualism (English/French) would be an asset.



Salary:

Our Company offers a competitive base salary. Full benefits and a group RRSP are also included and commence after the probation period.

Location:

2472 Evans Road
Val Caron, Ontario, Canada
P3N 1P5

How to Apply:

Interested applicants who meet the above qualifications may submit their cover letter and resume:

Online: <https://www.mobileparts.com/about-mpi/careers/>

By Email: recruiting@dibrina.com

By Mail: Gallagher Benefit Services, 62 Froot Road, Suite 302, Sudbury, ON P3C 4Z3

By Fax: 705-688-9060

Thank you to all candidates for your interest; however, only those selected for an interview will be contacted.