



# CAREER OPPORTUNITY SALES MANAGER SOUTH AMERICA

**TITLE:** Sales Manager  
**DEPARTMENT:** Sales  
**REPORTS TO:** VP, Sales

Hard-Line is a global leader in mine automation, network backbone connectivity and mine production optimization. Our vision is to provide enabling technology that will integrate and connect all aspects of safe mine operation.

## **JOB SUMMARY**

The Sales Manager, South America, is responsible for selling Hard-Line's products and services and is the key point of contact between the organization and its clients. The Sales Manager, South America, is responsible for discovering and establishing new business, developing current business relationships, and making sales. He/ she delivers presentations highlighting the products and services, negotiates contract terms with clients and successfully closes sales.

## **SUMMARY OF ESSENTIAL JOB FUNCTIONS**

- Meet established sales targets within the assigned territory through effective execution of sales strategies
- Develop and maintain close relations with clients to fulfill client's needs and identify opportunities
- Identify decision makers within targeted leads to begin sales process
- Assist in creating Budgetary Quotes, Proposals, and Quotes for potential clients
- Overcome objections of prospective customers
- Promote products and services through outbound phone calls (cold calls), face to face meetings, presentations, trade shows, public relations, etc
- Ability to travel as required. Must be able to travel globally
- Grow customer base within territory
- Schedule and deliver sales presentations, and product/service demonstrations
- Assist project teams in the implementation of client projects, acting as liaison between internal departments and the client and maintaining positive working relationships
- Handle inbound, unsolicited prospect calls and convert them into sales
- Appropriately communicate brand identity and corporate position
- Remain well-informed of all products, services, and applications to discuss and explain materials to prospective clients
- Constantly conduct extensive market research to generate new prospects
- Keep up to date on product and industry knowledge
- Accurately forecast sales and deliver regular reporting to senior management
- Conduct self-analysis to manage personal sales performance against corporate objectives and market developments
- Maintain and expand the company's database of prospects
- Maintain accurate records, collect and manage data on the CRM in a consistent manner
- Where necessary, support marketing efforts such as trade shows, exhibits, and other events
- Collaborate with Sales division to determine necessary strategic sales approaches

## **MINIMUM REQUIREMENTS**

- College diploma/ University degree in a related field
- Minimum five (5) years of sales experience
- Field/ industry experience preferred
- Experience with large accounts, internationally preferred
- Fluent in Spanish and English
- Valid passport/ drivers' license
- Excellent presentation skills
- Excellent communication skills in both English and Spanish
- Proficient in Microsoft suite
- Strong negotiation and problem solving skills
- Self-motivated with the ability to work in a fast-paced environment
- Work well under pressure
- Strong attention to detail
- Professional, responsive, and positive work attitude

**Please forward resume to [info@hard-line.com](mailto:info@hard-line.com)**

*Hard-Line is an equal opportunity employer that offers an excellent benefit package, RRSP match program and a strong focus on continuous training and development.*

*Hard-Line welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.*