

Senior Sales Representative

P&H MinePro Services, a subsidiary of P&H Mining Equipment, provides service and support for a broad range of mining equipment at 90% of the world's surface mines. With some 1500 specialists at over 30 customer support centers worldwide, MinePro works with customers to achieve the lowest possible cost of production throughout the life cycle of the equipment.

Our equipment operates 24 hours a day, 365 days a year in harsh climates and at all altitudes. In a business where one minute of downtime is valued at \$1000 to \$3000, reliability and quality are paramount for a company long recognized for outstanding service support. P&H Mining Equipment employs nearly 3,600 people globally and has annual revenues of nearly \$2 billion. For additional company information please visit: www.phmining.com.

We offer a continual focus on training and development and a financially sound company in a growing industry. We are currently looking to add a **Senior Sales Representative** to our **Hibbing, MN** location.

Responsibilities:

- Actively promote, integrate, and manage all products offered in Iron Range region with specific attention to processing products and relevant complimentary products
- Establish and maintain positive, professional relationships with all levels of customer representatives
- Seek new growth opportunities, evaluate market data, and integrate selected businesses/products into MinePro
- Recognize and develop potential new alliance products and target markets
- Achieve sales forecasts and margin targets while controlling costs
- Facilitate warranty activities while maintaining positive relationships with customers
- Provide technical assistance and communicate information to customers
- Analyze opportunity success and provide feedback to leaders

Qualifications:

- High school diploma or equivalent required; Bachelor's degree, or demonstrated work toward degree, is preferred.
- At least 2 years experience marketing products in a mineral/materials processing, maintenance, or operations environment is preferred.
- Must be able to read and accurately interpret assembly drawings, provide dimensions, inspections, estimates to repair costs and timelines to repair.
- Must have strong communication, collaboration, and customer service skills.
- Proficiency with MS Excel and MS Word is necessary.
- Must have, and be able to maintain, an acceptable driving record in accordance with Company vehicle operation policy.

- Must be able to conduct business out of the office a majority of the time with local customers. Regional, overnight travel will be necessary approximately 30% of the time
- Must be able to actively support 24/7 customer operations.

P&H MinePro offers an excellent benefit package including 401(k), Roth IRA, medical, dental, vision and life insurances, tuition reimbursement and more.

To apply follow link:

<http://careers.joyglobal.com/Careers/JobDetails1.htm?mode=edit&ID=726&Type=ALL&Value=>

Thank you for your interest in P&H MinePro Services.