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**DEPARTMENT: Sales and Services**

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**JOB TITLE: Regional Manager (RM) – South America**

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**GENERAL SUMMARY:** Reporting to VP Sales and Services, the Regional Manager leads the sales and services team in the assigned geography. The key deliverables include increasing the market penetration of Wenco products, whilst ensuring current customers' expectations are being met.

The Regional Manager is accountable for all the business activities in the assigned geography, and is required to represent Wenco in an executive capacity in the region. This includes ensuring Wenco is compliant with all legal and labor obligations, participating in Industry events, engaging with C-Level of mining customers and executing and applying strategic initiatives within the Geography.

### **EXPECTED CONTRIBUTIONS:**

#### **Key Functions**

- Lead the regional team to achieve the financial targets in the region. This includes both revenue and profitability targets.
- Develops and constantly updates the regional business development plan to grow the market size, and share in the region. This plan should include actively pursuing the winning of competitors customers, and also growing the overall market size.
- Ensure the Sales team is proactively growing the sales pipeline and the key metrics of the sales pipeline are met and exceeded.
- Manage the sales forecast plan and opportunities in the region. Provide regular opportunity pipeline reports to the VP Sales and Service.
- Development of new sales channels and partners to new geographies (Direct and Partner Channels) in Geographical Region as required.
  - Prepare a business plan for the expansion of Wenco's business.
- Where applicable, manage Wenco relationship with Channel Partners to have suitable systems in place for timely and professional distribution and support of Wenco products, which will in turn result in increased sales as the reputation of Wenco's distributors increase in industry circles.
- Promoting and driving the adoption of new products and company programs to channel partners, training them in the sales of the products, and assisting as required with sales presentations and tender responses to ensure accurate representation of company products.
- Oversee the Implementation of Wenco Solutions, and ensure these are project managed and profitable. Ensure contracts follow corporate standards.

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- Works closely with solution development teams to deliver solutions that best address end-user needs, while coordinating the involvement of all necessary company and partner personnel.
- Provide and coordinate pre & post-sales support, ensure install-base satisfaction, and represent Wenco in all client activities.

### **Key Performance Indicators**

- Achieves assigned sales quota in assigned region and meets assigned expectations for profitability.
- Development of a Comprehensive Business Growth Plan for the region.
- Deliver two technical presentations at Industry conferences each year.
- Develop a Pipeline funnel of opportunities that is 3 times your new business sales target that you are tracking in Company CRM
- Develop and maintain a pipeline of qualified and validated opportunities in each quarter that are >70% confidence level of your quarterly target
- Obtain at least one written or video client testimonial per year

### **KNOWLEDGE, SKILLS AND ABILITY REQUIRED:**

#### **Knowledge & Experience**

- Minimum ten years of either/or sales management, consulting, client services, management, technical sales, experience in a business-to-business sales environment.
- Proven technology sales track record to mining industry for a minimum of 5 years
- Demonstrated understanding of FMS technology and associated business benefits
- Demonstrated team building and leadership skills.

#### **Personal Attributes**

- Highly self-motivated and self-directed, objective oriented
- Expert Level Negotiation Skills
- Strong, demonstrated customer focus (internal and external).
- Excellent customer and people management skills



Getting More Out of Your Mine

- Strong ability to manage the time and priorities of others and execute tasks in a high-pressure environment
- Proven analytical and problem-solving abilities.
- Strong written and oral communication skills.
- Strong Emotional Intelligence and interpersonal skills.

**EDUCATION REQUIRED:** University Bachelors degree from an accredited institution  
Graduate (Masters) Degree Preferable

**TRAVEL REQUIRED:** Up to 50% of time.

**REPORTS TO:** Vice President, Sales and Service

**SUPERVISES:** All Staff in Geography

**WORK LOCATION:** Santiago, Chile

**STATUS:** Regular full time

**COMPENSATION:** Fixed Salary + Variable Compensation Plan

*Additional Benefits:* *As per Company Policies*

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