

Drillcube Recruitment



Sales Manager

- 📍 Malaga, Perth WA
- 🏭 Mining - Operations (Mining, Resources & Energy)
- 🕒 Full time
- 💰 Add expected salary to your profile for insights

Who we are:

Drillcube is an innovative Australian-owned mining services company with our head office based in Perth. We are setting a new benchmark in the global underground mining industry by leading the change in how our clients procure and warehouse underground mining consumables. We are a 'Shop in a Box' for premium quality ground support, drill cons, ventilation, HDPE, and laser system products, all at industry-low prices. Our goal is to help customers across the world safely achieve operational cost reductions by providing affordable, high-quality products and consumables that will go the distance. At Drillcube, we're well aware of the high value impact our solutions have on the world's leading mining companies. But we won't rest until everybody knows! We are a close-knit, truly unique company with a dynamic business atmosphere. We are experiencing continual and rapid growth and are very excited to find our newest team member.

What we are looking for:

Due to continued growth, we have an exciting opportunity for a highly motivated and driven individual to join our sales team as Sales Manager - WA.

Reporting to CEO, you will be driven, dynamic and experienced in all facets of underground mining consumables. Your ability to build strong relationships will see you succeed in this role, as you continue to build on our existing client base while expanding our reach into new markets, driving growth and enhancing customer satisfaction.

Specifically, your duties will include -

- Identify and pursue new business opportunities in WA
- Regular site visits to continue the strong relationships we've established
- Lead tendering processes
- Develop and implement sales strategies to achieve growth targets.
- Monitor market trends
- Report on sales outcomes
- Represent the company at industry relevant events

What you'll need to succeed:

Proven track record in sales management within the mining industry, with at least 5 years of experience.

Strong understanding of underground mining operations and related equipment and consumables. Excellent communication, negotiation, and interpersonal skills.

Willingness to travel extensively within Western Australia and occasionally interstate or internationally. Bachelor's degree in business administration, engineering, or a relevant field preferred.

What's in it for you:

- Competitive remuneration package + benefits.
- Opportunities for professional development and career advancement.
- A supportive and collaborative work environment and passionate team.
- Rapidly expanding company with an exciting growth path.

At Drillcube we are committed to maintaining an inclusive workplace that cultivates innovative thinking, teamwork and excellence. We encourage applications from candidates of all backgrounds and experiences.

Join us in shaping the future of underground mining. You can make a difference!

We invite you to join our team at Drillcube! Please submit your resume and a cover letter via the application link below.

Employer questions:

Your application will include the following questions:

- Which of the following statements best describes your right to work in Australia?
- How many years' experience do you have as a sales manager?
- Are you available to travel for this role when required?

If you are interested in this position please attach your resume in the application.

[APPLY NOW](#)