Sales and Marketing Manager

Join us in our mission to pioneer new thinking in crane lifting and logistics

At Roborigger, you will be a part of an exciting Perth-based company that is expanding its local and international operations. Roborigger is a rapidly expanding company with products that improve safety and increase efficiency for lifted loads. We have a range of products that include the original Roborigger load controlling device as well as camera systems, our internet-connected data collection, logistic management and planning software, and wireless controlled hooks. We are at the forefront of the technologies that will transform the construction and resources industries.

Our focus is now on global expansion. We have established agencies worldwide and we now need to develop the business through them. We need people who enjoy the challenge of walking on new ground with new ideas and implementing systems that achieve the highest standards in efficient ways.

About the role

We are looking for a Sales and Marketing Manager to drive our expansion into international markets. You will work closely with our product development and Training and Customer Support teams to build brand awareness, generate and convert leads, and grow revenue across the construction, marine and resources sectors. You will develop marketing campaigns and sales collateral, manage relationships with distributors and channel partners, and represent Roborigger at industry events and trade shows worldwide.

About you

You do not need to match every listed expectation to apply for this position. At Roborigger, we are committed to fostering innovation and welcome diverse experience, backgrounds and skills. We're looking for someone who isn't bound by what has been done in the past, but excited by what's possible in the future.

- You will have formal qualifications and experience in marketing, business or sales management, with a track record of driving sales growth for technical or capital equipment.
- Experience in the construction, mining, resources or crane and lifting industries is essential as the role requires an understanding of the customers requirements
- You will be able to develop and execute marketing strategy end to end, from brand positioning and campaigns through to managing a sales pipeline from lead generation to close.
- You will have a strong capability to work with both the engineering and product teams and with the training and customer support team, and be able to grasp the technical aspects of the product.
- You will have excellent relationship-building skills, equally comfortable talking with site personnel and senior decision-makers, and confident representing Roborigger internationally.
- You will be highly self-motivated and able to work autonomously, with a willingness to travel as required. Most of all, you will be excited about our product line and keen to be part of a company moving at a rapid pace.

What we offer

We offer competitive remuneration, plus a share option plan that gives you a stake in the company's success as we grow.

How to apply

If this sounds like you, we'd love to hear from you. Please send your resume and a cover letter outlining how you meet the job requirements to Derick Markwell, Managing Director, at **hr@roborigger.com.au**