

## Business Development Engineer – Perth WA

AST Technology Australia PTY Ltd is looking for an experienced Business Development Engineer accountable for:

- Extend marketing/sales objectives of graphite electrodes, minerals and petrochemicals in the mining and oil/gas industries, and reporting to the Chief Marketing Officer.
- Provide big data analysis coaching and consultancy services in collaboration with universities to the major mining and oil and gas suppliers.

AST Technology provides practical on-the-job experiences with technical learning, professional development and support by experienced and industry leading professionals. The successful candidate will be accountable for managing the customer prospecting, relationship building, opportunity management, qualification, supply agreements and ongoing account support.

Tasks and duties:

- Developing lists of prospective customers using directories and other sources.
- Preparing and delivering technical sales presentations to potential customers.
- Providing ongoing sales support and managing orders and deliveries to customers.
- Liaising with other managers to understand customer requirements and optimal sales approach.
- Travelling between inter/intra states to meet clients when necessary.
- Meeting with potential and existing customers to identify sales and revenue growth opportunities.
- Assessing customer needs and tailoring solutions.
- Negotiating prices, providing quotes and terms and issuing order forms.
- Using Big Data Analytic techniques to identify industry problems and provide solutions.

We are looking for a bright, highly motivated and high potential individual who are:

- B.S. degree in Engineering, Science or Marketing is required, but a master degree is preferred.
- Proven digital media and communication knowledge.
- Excellent organizational and administrative skills.
- Proactive approach to time frames and can-do demeanor.
- Excellent attention to detail, ability to multi-task and communicate effectively.
- Enjoy working autonomously, and, in a collaborative and creative team environment, willing to bring new ideas to the table.
- Work with energy, initiative and enthusiasm.



## AST Technology Australia PTY Ltd

- Committed to creating a positive culture that puts safety at the heart of what we do.
- Challenge and change practices to encourage innovative thinking.
- Passionate about ongoing learning, and seek opportunities to develop their potential.
- Adaptable and mobile with full Australian working rights.

## About AST Technology Australia PTY Ltd

AST Technology Australia PTY Ltd is a subsidiary of AST Technology Group (ASTT), headquartered in Switzerland. AST Technology Group is a global company with registered entities in Paris France; Zhengzhou China; Montreal Canada; San José CA, USA and Canberra ACT, Australia. It also has branches in Boston MA, USA; Perth WA, Australia and Vienna Austria and representation in Johannesburg South Africa; Monterrey, Mexico and São Paulo, Brazil. ASTT is a skills and technology company with expertise in the development, improvement and implementation of industrial processes in the metallurgical, chemical and oil industries.

ASTT has a division that specialises in the sphere of process control and Big Data Analytics (AST-BDA) that offers solutions to clients both in process improvement as well as the coaching of clients to implement BDA for continuous process improvement. Through coaching AST-BDA enables teams to capture actionable information hidden in process data and deliver solutions in a sustainable way. ASTT combines the expertise with purposeful technology, deploying innovations like digital engineering and AI to produce powerful results. By leveraging the right technology, we know we can spark positive change for our clients, their projects and the wider industry.

Equal Opportunity Employer /Individuals with Disabilities. AST-Technology will not discharge or in any other manner discriminate against employees or applicants because they have inquired about, discussed, or disclosed their own pay or the pay of another employee or applicant. However, employees who have access to the compensation information of other employees or applicants as a part of their essential job functions cannot disclose the pay of other employees or applicants to individuals who do not otherwise have access to compensation information, unless the disclosure is (a) in response to a formal complaint or charge, (b) in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or (c) consistent with the AST's legal duty to furnish information. 41 CFR 60-1.35(c)

Seniority Level: Mid-Senior level

Industry: Oil/Gas and Mining

Employment Type: Full-time

Job Functions: Sales/Marketing, Business Development

Office Location: Perth - Australia

