

MEVCO



Solutions Lead

Sudbury, Canada

Reports to the Chief Executive Officer

About us

MEVCO | We deliver long-term solutions, not just light vehicles for the world's largest mining companies. MEVCO offers customized electric fleets for the mining industry, along with data-powered insights through MEVConnect, charging solutions, and ongoing service and support.

Examples of MEVCO Solutions:

MEVConnect – We collect and analyze vehicle, operational, safety, charging, efficiency, and driver data. MEVConnect provides real-time insights into preventative maintenance and the performance of a mining electric vehicle fleet.

Comprehensive EV Training & Change Management – We implement mining fleet transitions to reduce cost while improving working conditions, health, safety and comfort of mine workers by reducing diesel particulate exposure, noise, vibration, and fatigue levels.

Electrical and Infrastructure Planning – We advise our clients on establishing effective charging stations, both fixed and portable solutions while assessing the infrastructure required to get power to those locations.

Mining Solutions Lead Position Details:

The **Solutions Lead** role at MEVCO in Canada is pivotal in supporting the sales team for distributing OEM electric vehicles tailored for the mining industry. The position involves achieving sales targets, fostering and maintaining strong customer relationships, and optimizing the technical aspects of electric vehicle technology for clients. The role also includes providing technical demonstrations and guidance to showcase the capabilities of MEVCO's EV solutions, ensuring successful integration and use of electric vehicle technologies within the mining sector.

Do you want to drive our growth and provide strategic leadership for a fast-paced, rapidly scaling, industry disrupting start up?

You will be central to our business growth. By generating sales, your role will provide the foundation needed for continued expansion, innovation, and product development. Your ability to capture market share, build strong customer relationships, and deliver results directly fuels MEVCO's efforts to scale globally and secure the funding and resources necessary for ongoing development. Your sales leadership in North America will enable us to gain insights into market trends, customer preferences, and competitive landscapes, to inform our broader business strategies and product offerings.

What will you do at MEVCO:

Beyond contributing to the company's success, you will play a critical role in advancing goals related to sustainability and environmental responsibility. By driving the adoption of electric vehicles in the mining sector, you will be at the forefront of reducing carbon emissions in one of the world's most critical industries. As more mining companies adopt MEVCO's technology, they move closer to achieving a greener, more sustainable future. Your role will not only advance MEVCO's vision but also help set a precedent for how industries can align their operations with environmental sustainability goals.

Why This Role is Important:

Your role is critical because you will:

- 1. Sales Targets:** Actively contribute to achieving sales goals in the mining industry by advising on MEVCO's electric vehicle solutions.
- 2. Customer Relationship Management:** Build and maintain strong relationships with our MEVCO prospective customers by understanding customer needs and ensuring they get the best experience and solutions from our products.
- 3. Electric Vehicle Optimization:** Identify ways to optimize electric vehicle performance in mining operations, providing best practices and recommendations is advancing to capture market share quickly with our unique product offering. Your insights and expertise will enable us to establish rapid growth and expand strategically.
- 4. Technical Demonstrations:** Your role requires critical customer partnership and relationship building, which are essential for refining our products, services, and solution strategies.
- 5. Documentation and Training: Develop training materials and guides for operators** assisting clients in maximizing the effectiveness of MEVCO's vehicles and solutions.
- 6. Account Management:** Help manage and grow existing accounts.
- 7. Training and Support:** Train our customers on vehicle technology, provide routine support, and assist with troubleshooting inquiries.

You will be a pivotal driver of growth and success, enabling MEVCO to transition from start-up to a thriving business driving change in the mining industry.

Are you what we are looking for?

- **Experience:**
Extensive sales and technical solutions experience, with a proven track record in mining or mining technology. Strong background in mining technology and solutions is required to be considered for the position.
- **Education:**
Bachelor's degree is preferred.
- **Industry Knowledge:**
Deep understanding of the mining industry, with specific experience in mining technology. Strong knowledge of market trends, challenges, and innovations impacting the sector.
- **Relationship Building:**
Demonstrated ability to cultivate and maintain business relationships with decision-makers in the mining industry. Track record of building trust with clients and partners.
- **Strategic Thinking:**
Proven success in identifying new market opportunities and developing successful pursuit strategies. Ability to think strategically while delivering tactical execution.
- **Decision-Making:**
Ability to make timely and informed decisions in complex, high-pressure situations. Strong judgment and decision-making capabilities in balancing short-term opportunities with long-term strategies.
- **Attributes:**
Self-starter with a strong sense of urgency and an ability to work autonomously, who thrives in a dynamic and evolving sales environment.
- **Industry Understanding:**
Solid understanding of solutions selling within the mining industry. Experience in communicating the business value of advanced technology solutions.



Why MEVCO:

Joining our global team means being part of a community that values creativity, supports each other, and embraces new ideas. If you're ready to be challenged, supported, and inspired, then we'd love to talk with you! We value diversity and inclusion – our growing team is made up of over 10 different cultures already. We foster a vibrant and dynamic atmosphere where creativity thrives and collaboration is key.

The good stuff!

- **We offer a competitive base salary (& bonus potential)**
- **An amazingly talented global team of like-minded passionate people who care about each other and our environment.**

Please reach out directly to our MEVCO Director of Talent if interested. Please send your CV and Cover Letter (noting role in subject line) to wendy@mevco.com.



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