

# MEVCO



## Regional Sales Director

Perth, WA

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 customised 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 analyse 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.

### Regional Sales Director Position Details:

You will be responsible for driving revenue growth and managing client relationships, developing sales strategies, and ensuring customer satisfaction. Your role involves not only securing new business but also maintaining existing accounts and expanding partnerships in alignment with the company's overall growth objectives. You will act as a key bridge between MEVCO and our customers, ensuring our company's solutions meet and impact our mining customer needs, and we are effectively positioned in the market.

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

Scaling quickly is crucial to our success, and 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 Australia 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.

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### Why This Role is Important:

Your role is critical because you will:

- 1. Accelerate Growth:** Secure key mining industry business and partnerships that can exponentially increase revenue, helping us reach new milestones like Series A funding and beyond.
- 2. Team Leadership:** Mentoring, hiring and growing our global team. You will have 2-3 direct reports including Business Development Managers and a Solutions Lead. You will be responsible for recruiting and growing our expanding team.
- 3. Market Penetration:** MEVCO 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. Strategic Customer Relationship Partnership:** Your role requires critical customer partnership and relationship building, which are essential for refining our products, services, and solution strategies.
- 5. Revenue Generation:** You will ensure a predictable stream of revenue, enabling the company to reinvest in growth initiatives, technology development, and operational scalability.

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 leadership experience, with a proven track record in mining or mining technology. Strong background in business development, deal structuring, and revenue generation.
- **Education:**  
Bachelor's degree is preferred. Industry certifications are a plus.
- **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.
- **Mental Agility:**  
Hunter mentality with a focus on new business development. Ability to thrive in a fast-paced, ever-evolving sales environment with a sense of urgency and self-motivation.
- **Strategic Thinking:**  
Proven success in identifying new market opportunities and developing successful pursuit strategies. Ability to think strategically while delivering tactical execution.
- **Leadership & Team Management:**  
Experience leading geographically dispersed sales teams. Strong leadership skills, with the ability to drive results and inspire a high-performance sales culture.
- **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 value propositions, use cases, and challenges specific to 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 (plus superannuation and commission)**
- **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](mailto:wendy@mevco.com).



**Wendy Van Der Maas**

Director of Talent

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