





WANTED: MINING EXECUTIVE

 VBKOM Mining Consultants Canada Ltd

 Sudbury, Ontario, Canada

 Preference will be given to Canadian citizens

 Full-time, Permanent

 As soon as possible

About VBKOM

VBKOM is a 17-year-old global mining consultancy with extensive experience across diverse projects, commodities, operations, and clients. We're expanding our North American presence, offering specialized open-pit mining services and unparalleled expertise in ultra-deep underground mining. Our company culture is a unique blend of playful and professional, and we're always on the lookout for "astronauts" – top-performing, uniquely skilled, and highly motivated individuals – to join our team.

Duties & Responsibilities

Reporting directly to VBKOM's Canada Director, the Mining Executive will be responsible for both revenue-generating consulting and robust new client acquisition and business development. You will be the face of VBKOM in Canada, tasked with cultivating client relationships, securing new contracts, and ensuring the seamless delivery of high-quality mining consulting services. Given the initial lean structure, you will manage project delivery by strategically leveraging in-country Canadian consultants and subcontractors and by collaborating closely with VBKOM South Africa's technical and management teams.

You will specifically be responsible for:

› **Strategic Business Development & Client Acquisition:**

- Proactively identify, pursue, and secure new client opportunities across the North American mining landscape.
- Cultivate and nurture a robust project pipeline through various channels, including cold calling, personalized appointments, and strategic networking at industry events, trade shows, and professional forums.
- Develop compelling proposals and presentations that effectively articulate VBKOM's value proposition.
- Build and sustain strong, long-term relationships with key decision-makers within Canadian mining companies.

› **Project Leadership & Delivery Management:**

- Lead the sourcing, negotiation, and management of consulting contracts from initiation to successful completion.
- Oversee the efficient and high-quality delivery of projects, expertly managing a hybrid team comprising consultants and subcontractors from the VBKOM South Africa resource pool.
- Ensure all project deliverables meet client expectations, industry standards, and VBKOM's quality criteria.

Duties & Responsibilities

- › **Brand Building & Market Penetration:**
 - Act as a key ambassador for the VBKOM brand in Canada, actively contributing to its reputation and recognition.
 - Strategically expand the Canadian client base and enhance VBKOM Canada's project portfolio.
- › **Global Collaboration & Alignment:**
 - Engage in frequent virtual collaboration and strategic alignment meetings with VBKOM South Africa's technical and management teams to ensure seamless project integration and knowledge transfer.
 - Undertake periodic visits to VBKOM's office in South Africa to foster strong relationships and alignment with global strategies.

Desired Skills & Experience

- › A senior-level background in Mining Engineering, ideally within a consulting environment.
- › A demonstrable track record of successfully generating revenue and driving business development in the professional services or consulting sector.
- › Proven technical consulting expertise across various facets of Mining Engineering.
- › Exceptional capabilities in managing complex projects and diverse teams, including external subcontractors.
- › A strong client-centric philosophy, with outstanding relationship-building, negotiation, and presentation skills.
- › A self-driven and autonomous nature, comfortable with extended periods of independent operation and significant travel to meet clients and secure contracts.
- › An in-depth understanding of the Canadian mining sector, its key players, and emerging trends.

Package & Remuneration

Market-related with benefits negotiable.

Should you wish to apply, please email your CV to hr@vbkom.ca using “Mining Executive Vacancy” as the subject line.