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## **Mining Ventilation Engineer**

**For deep metal and mineral mine optimized ventilation on demand systems**

**Job Description  
Rev. 3.0**

**June 1<sup>st</sup>, 2009**



## 1. Introduction

Simsmart Technologies is seeking a Mining Ventilation Engineer for the Sudbury (Ontario, Canada) area.

Simsmart Technologies (Simsmart), a Montreal based company, is a products, engineering services and turnkey solutions provider for optimized ventilation-on-demand applications to the mining industry.

Simsmart is the manufacturer of the Optimized Mine Ventilation-On-Demand (OMVOD) technology.

## 2. Mission Statement

The primary responsibility of the Mining Ventilation Engineer as an Application Specialist is to provide:

- Site surveys for preliminary engineering phase and system construction of OMVOD systems
- On-site customer liaison for OMVOD projects
- OMVOD system installation services
- Technical support to achieve timely resolution of technical issues
- Initial local contact for support and maintenance

## 3. Account Base and Group Structure

This Mining Ventilation Engineer will be located in Sudbury (Ontario). He will be paired with the related Strategic Account Manager.

The field based specialist will be supported by corporate system engineers and product application specialists.

The Mining Ventilation Engineer will report to the Strategic Account Manager.

## 4. Position Description

The following is a description of job functions and responsibilities for the Mining Ventilation Engineer position. The job requirements for this position may change and are not necessarily limited to those listed below:

### 4.1. Product / Technical Knowledge

1. Effectively present the Simsmart Technologies corporate vision and technology strategy.
2. Effectively present technical product information including specific product functionality, interoperability with other products and networks, technical competitive product comparisons.
3. Be able to demonstrate the product.
4. Be able to install all Simsmart Technologies products.

5. Be able to perform basic field trouble shooting of Simsmart Technologies products and customer network environments.
6. Be familiar with the function and configuration of complementary products from other vendors in order to assist the customer in the deployment of a complete solution of which Simsmart Technologies products are an integral part.
7. Execute projects preliminary engineering analysis with partners and customers.
8. Conduct needs analyses with prospects in order to gain an understanding of their critical business issues.

#### **4.2. Skills**

1. Demonstrate superior listening skills to effectively ascertain customer requirements and/or system problems and deficiencies.
2. Work cooperatively with central engineering to manage the customer relationship.
3. Maintain technical skills to install and support OMVOD installed systems.
8. Writing of technical reports

#### **4.3. Territory**

1. The territory covered by the Mining Ventilation Engineer will be North America and possibly other countries.
3. Provide excellent customer service, as defined by the customer, to strategic accounts in your territory.
5. Identify competitive threats inside the account and notify sales of their existence and strategies to counter attack.
6. Provide feedback to sales and product marketing on customer buying patterns, frequently observed product requirements and customer network environments.
7. Work closely with sales and engineering within Simsmart Technologies to evaluate account potential, issues, and requirements.
8. Work closely with technical support, engineering, and other appropriate departments within Simsmart Technologies to expedite resolution of technical product issues.
9. Respond promptly and professionally to all service calls.

## 5. Qualifications

1. University degree in mining engineering with a minimum of 2 years of experience or a technician equivalent with a minimum of 5 years of experience.
2. Experience in deep metal mine ventilation.
3. Goal oriented, self directed, and self motivated.
4. Excellent written and verbal communication skills.
5. Must demonstrate a willingness to learn, have a desire to improve on a daily basis.
6. Ability to travel 1-2 weeks per month.

## 6. Contact

Please send your resume by email to Sylvie Dufresne at [sdufresne@simsmart.com](mailto:sdufresne@simsmart.com)

Also see information on Simsmart Technologies on [www.simsmart.com](http://www.simsmart.com)