



JOB DESCRIPTION

TITLE: Manager Mineral Processing & Business Development

REPORTS TO: President (or another designated person as appropriate)

LOCATION: Maple Ridge, BC

DATE OF DESCRIPTION: 27 October 2021

DIMENSIONS: Acting as the department manager and client liaison, occasionally having responsibilities as overall lab manager. Responsibilities as an agent to market, present, and grow PMC Met/Min Services; developing a client base within Mineral Processing operations here in BC and elsewhere when and as required.

PURPOSE: Manages and supervises laboratory staff to direct testwork and facilitate technical development at PMC. Develops client contacts, relationships and opportunities to increase overall PMC revenue. Generates areas of new business with development of new and additional technologies. Spearheads the development and marketing of the Met/Min Services unit within PMC carrying out targeted Business Development campaigns to increase revenue. Plans and conducts test work of bench and large-scale laboratory research programs. Carries out integrated Mineral Processing and Mineralogy studies strengthening the overall technical capabilities of the business.

ESSENTIAL DUTIES:

- Provides leadership overseeing personnel, activities and technical aspects of mineral processing and hydrometallurgical programs.
- Working with the CEO and PMC team to develop a strategy for pursuing additional
- Populating and maintaining a pipeline of client leads.
- Plans, organizes, and monitors work activities of the department.
- Highlight potential opportunities via projects, visits and developing customer relationships where PMC Services may play a role.
- Project management, composes client reports, presents project results to clients, and writes and presents technical papers at an internationally recognised conferences.
- Travels to domestic and international client, supplier, or conference sites as required.
- Motivates and assists with planning and execution of R&D programs involving the development of new technologies.

- Presents technical data as reports, presentation, and publications at clients location, conferences and through technical journals to communicate results and advance the knowledge of the mineral industry.
- Develops strategies with the President/CEO and other senior staff members to close client sales.
- Contributes material for an Internet presence including publications, blogs, and marketing materials.
- Review of project team members' performance and identification of opportunities for their development.
- Creates and maintains a safe working environment by being knowledgeable, competent, and committed to health, safety and welfare in the workplace.
- Provides supervision of laboratory and project throughput to maximize output of results.
- Other duties as assigned by the President/CEO or their designate.
- Represents PMC in a professional manner to the industry.

TRAINING AND EXPERIENCE:

- B.Sc. degree in Mineral Processing, Chemical Engineering or a related field
- Minimum of 10 years' experience in the Mineral Processing industry.
- Significant client list and experience in sales in the minerals sector essential.
- Direct experience in mineral processing, hydrometallurgy or gold extraction, including flowsheet development, bench scale test work and pilot plant programs.
- Strong project management and communication skills.
- Excellent customer service, client support, and business service consulting skills.
- Sound knowledge of minerals and ore processing unit operations, preferably gained as a result of direct working experience in a relevant operation
- Proven time management skills and a strong attention to detail.
- Robust written and verbal communication skills.
- Must be a problem solver, and have a positive, "anything that it takes" attitude.
- Works well under pressure.
- Ability to work well with others and independently.
- P.Eng. designation is an asset.

PMC Ltd.

Maple Ridge, BC

604-477-2700

www.processmineralogy.com