



# OREXPLORE

## TECHNOLOGIES

ABN 74 622 440 537

### Operations Manager

Orexplore is leading the sustainable digital transformation of the mining industry through the commercialisation of its unique drill-core-scanning GeoCore X10 and Insight® technology platform.

Founded in Sweden, a former subsidiary of Swick Mining Services, Orexplore Technologies, headquartered in Perth, is an Australian publicly listed technology company.

As our Australian HQ and world-class R&D centre in Stockholm experience rapid growth, we are expanding our teams, and we're on the hunt for customer and delivery-focused team members with a passion for technology and industry transformation who are energised by the journey of disrupting the mining industry from exploration to operations on onwards to ESG solutions.

A growing force in the technology lead transformation of the mining value chain globally, Orexplore is developing a suite of world-first technologies, generating 3D digital models of drill cores that deliver unprecedented insights for our clients globally.

### What we're looking for

Game-changers and out-of-the-box thinkers with a fresh perspective, energised by moving fast, growing high-performance global teams building lasting client relationships, and delivering exceptional service by delivering and supporting a brand-new technology in the field.

Our GeoCoreX10 instrument and Orexplore Insight® software is the company's first technology platform to create orebody knowledge, deliver real-time, in-field exploration guidance, and improve operations and environmental outcomes for our customers.

As our growth accelerates, we seek a strong operations manager who can take the reins of the operations globally to guide the successful deployment of our technology platform, improving and enhancing the growth and performance of the field-based teams across a diverse set of global locations for our customers.

We are seeking a candidate who is a natural leader, an exceptional communicator, and can build and guide high-performing field-based teams.

With a laser focus on safety and our customer's needs, our Operations Manager must be able to articulate the value of a new technology platform to a broad range of stakeholders (from CFOs to Geology Managers through to Operations Managers and Regional and Global functional heads).

We are seeking a candidate with a proven track record of safely operating in the field who is passionate about people, performance, continuous improvement and transforming industries with our brand-new technology, a first of its kind in the field.

Safety is paramount at Orexplore, and as we grow globally and deploy our units in harsh, remote locations, it is essential that our safety culture, systems, processes, learning and attitudes are exceptional at all times. Therefore, a significant critical capability of this role is providing this safety leadership and instilling a high-performance safety culture globally across all our teams.

### **The role**

The Operations Manager is responsible for all operations globally for the group.

At the initial commencement of the role, it is expected that the duties will be broader, including hands-on project management and some field duties directly with teams as the candidate comes up to speed with the technology and processes. As the team continues to grow, these duties will revert to direct reports of the role.

Initially, this will consist of taking over the day-to-day management and coordination of current field deployments and acting in a project management capacity for one of the company's current large-scale deployments whilst the set of global field deployments increases in diversity and number.

With global growth, this role will become more complex as the size of the operations team climbs to support in-field deployments. The operations teams are expected to consist predominantly of scanning and core technicians, supported by a smaller number of field geologists and SMEs.

Where deployments are "wet hire," the company will mobilise GeoCoreX10 field units with an operations team. Customers that choose a "dry hire" model will require the operations manager to directly support the customer's rapid training and take-up of the technology.

The operations manager will also work closely with the Company's Geoscience; Engineering; Data Science (Perth), and R&D teams (Stockholm) to ensure the highest levels of operational performance; reliability; productivity and safety are achieved on each project.

A vital element of this role is also the ability to effectively communicate the value of technology to a diverse set of customer stakeholders to drive the platform's adoption permanently in the field. This involves developing a deep understanding of the customer's operations and an ability to discover the opportunities and problems they face daily while articulating and demonstrating the power of our platform to add value to their businesses and operations.

This role will be the primary contact between clients and Orexplore for field-based activities associated with our Sea Container deployments.

## **Duties**

### **Operations Management**

- Safety leadership and fostering a culture of high-performance safety across all global operations
- Ensure safety is the highest priority across the group for every deployment and project
- Drive an excellent safety culture, including training and leadership in safety processes and methods such as JHA's; JMP's; Take 5's; Risk registers and digital safety tools.
- Develop project schedules, rosters, and logistics plans and work with the administration and logistics team to plan, coordinate and deliver field mobilisations
- Develop and manage operations group-wide rosters, plans and schedules to ensure an effective, highly utilised global operations group through a high growth period
- Interview, hire, and develop a rapid-growth operations team
- Undertake performance setting, reviews and, where necessary, performance management across the operations teams
- Provide all levels of support to remote global teams
- Undertake Field-based project management activities including, but not limited to, scheduling, rostering, coordination of field logistics, change and safety management.
- Provide leadership to ensure safe, efficient, and effective scanning operations and remote-field-based sea container deployments, including planning and delivering all operations meetings, such as pre-starts.
- Provide daily QAQC oversight of scan quality for Field Projects and reporting as required by clients.
- Support internal Orexplore continuous improvement of Operational ways of

working.

- Act as Senior Key Contact for clients, including their field-based staff.
- Ensure all operations are well tracked against budget with regards to scanning rates, revenue generation cost control and monthly reporting in conjunction with the finance and administration teams.
- Work with the CFO and MD to establish new offices and Company locations around the world and interview and hire local operational teams
- Support a diverse, growing set of regional operational teams

### **Commercial performance and planning**

- Work with the CFO, Chief Product Officer, and Principal Geoscientist on project proposals to ensure sufficient scoping, planning and coverage of operational and logistical scope, costings, risk management and other items as required
- Develop operational deployment, operations, mobilisation and demobilisation schedules, plans, budgets and associated budget and costing sheets for the purposes of proposal pricing
- Participate in setting operations budgets globally across the group and tracking financials and expenditure and revenue generation onsite deployments, and working with the finance team to assist in the delivery of high financial performance
- Lead the logistics, planning, and deployment of all projects globally
- Develop a comprehensive suite of best practice operational procedures with specific global deployments being tailored to the local legal, customer and regional expectations and regulations to ensure operational and safety compliance at all times

### **Technology Platform**

- Work with the engineering team to assess the capabilities, performance, reliability, utilisation and other key metrics of the platform across all field deployments to assist in the constant improvement of the platform and the company's products
- Work with the Stockholm R&D group to feed customer requirements back into the development plans and roadmaps

### **Project sales and customer engagement**

- In collaboration with the company's sales and technical teams, undertake meetings with a broad range of global customers to capture requirements,

understand their sites and develop plans for deployment and ongoing operations of the technology platform in the field

- Participate with the sales group in undertaking project and field reviews to continually improve the technology platform and operational capabilities of the group
- Undertake client liaison work as part of Orexplore's sales process by working with Business Development salespeople, fellow geologists, Product Development Engineers and Data Scientists
- Work with the geology and sales teams to identify relevant value propositions to support client decisions and define practical work scope for delivering GeoCore X10 Scanning Services in the Field or Orexplore's Laboratories.
- Through Field deployments, work with clients to develop new and novel applications of GeoCore X10 data to support and enhance client decision-making, thereby defining new value propositions and products for future sales opportunities.
- Provide clients with Insight training enabling them to effectively use the data outputs from the GeoCore X10 instruments and work as a client helpdesk to support client self-sufficiency in using the Insight software platform to help clients fully understand and utilise scanned data.
- Provide technical support for Project set-ups with clients by utilising geological expertise and your understanding of client geology, including but not limited to understanding geological genesis models.
- Maintain ongoing support and relationship building with clients post-completion of Projects to support client business cases for repeat patronage of GeoCore X10 Scanning Technology.

## **Skills**

- Effective communicator and facilitator.
- Structured, detailed, and highly-organised and efficient
- High energy and a passion for international travel to remote locations and mine and exploration sites – a willingness for a large amount of travel across the year as the company grows and new operational groups are formed.
- Experience as Project Manager for Field-based operations.
- Experience in leading and working with high-growth, multi-functional teams.
- Able to work with rapidly changing and dynamic work environments.
- Experience working with multi-cultural, globally diverse teams and customers.
- Outstanding commitment to the highest levels of safety.

- Ability to hire, nurture and lead a high-growth, high-performance operational team deployed globally across multiple diverse, remote locations.

### **Relevant Prior Experience and Qualifications**

- A professional degree in Geology, Sciences or Engineering or equivalent study in logistics, operations and associated experience
- 7+ years of operational leadership and growth of global teams
- Experienced in Project Management tools such as Microsoft Project and general office software such as Excel, Word and PowerPoint.
- Experience in preparing and presenting client scopes of work and post-Project case studies.
- Some experience in budgeting and working with the sales team in the preparation of proposals.
- Experience in tracking costs, safety and other KPI's and statistics.
- Experience in logistics – including various transport methods for sea-container deployments and the transport and mobilisation, and erection of associated infrastructure such as roller racking, minor civil works and associated minor mechanical and electrical works.
- Competent in using software programs and technology, including preferably geological-specific programs such as Leapfrog and Continuous Improvement tools.
- Preference for some understanding of various field-based technologies, or at least a strong desire to learn rapidly.
- Preferably some experience and/or exposure to field geology.
- A constant learner, passionate about new technology and transforming industries.
- Provide Voice of the Customer with Engineering and Product Development teams to support continuous business improvement.
- Fluent in English (oral and written communications) and another language such as Spanish, Portuguese, or French, highly valued

### **Travel and roster requirements**

As the company enters a period of high growth, the role is expected to require significant travel to diverse global sites and a large amount of planning, team hiring and engagement with new customers and sites.

This will require the candidate to undertake planning and sales-related meetings at varying hours due to the company's global operations and regular travel to locations to plan for and undertake field-based mobilisations.

With new sites and customers, there is an expectation that this role may be required in a region or location for 2 – 4 weeks at a time to engage with local suppliers of services such as sea container builders; local support company's and also to build relationships with new customers and build local operations teams, supplemented by the Perth and Stockholm technical support centres.

The role is also expected to undertake some direct project management of current deployments. Therefore, approximately 75% of the time of the role will be outside of the office and at remote locations.

The work environment may range from office-based to operational mines and remote exploration camps.

### **What we offer**

When we say our people are our priority, we mean it. With our roots in Swedish innovation and a desire to move the needle on the mining industry's sustainability, the culture at Orexplore is paramount.

Orexplore employees benefit from significant opportunities in a global, high-growth, people-focused business. As a key member of the senior leadership group, the operations manager role has the opportunity to shape the future of the business, both through the culture and style of the globally distributed teams and the values and performance installed across the group. As the company grows, the ability of this role and person to grow will accelerate with it, bringing an exciting global set of opportunities.

We're a close-knit team, with employees supported with competitive remuneration, onsite parking and exciting career pathways. We believe in meritocracy, excellence, a passion for learning and challenging the status quo, kindness, exceptional client service, and always helping whomever you work with across your duties.

We are the Orexplore team, and we would love you to join us on an exciting adventure as we bring new technology to disrupt an entire industry and create value for our customers.