



Raymond van Wyk

Sales & Business Development

Contact

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Education

2019 – 2025

Udemy Short Courses Project Mgmt • AWS Cloud Sales Strategy • Agile

2016 – 2019

Electrical Engineering Wescoll Technical College

2011 – 2015

Fochville High School

Core Skills

- Underground IoT & Mesh Networks
- Mining Sector Sales
- Safety & Tracking Systems
- POC & Pilot Management
- B2B Negotiation
- Stakeholder Engagement
- Technical Demonstrations
- Agile Project Coordination
- Cross-Functional Leadership
- AWS Cloud Integration
- Technical Documentation
- Process Flows

Tools & Tech

CRM & Sales

HubSpot • Salesforce LinkedIn Navigator Pipedrive

Project & Productivity

Jira • MS Project Trello • Notion Google Workspace

Presentations

PowerPoint • Canva Figma • Loom PandaDoc

Cloud & Technical

AWS Cloud • IoT Platform Mesh Network Hardware REST API basics

Outreach

LinkedIn Navigator Zoom • MS Teams Slack • Apollo.io

Profile

Mining IoT sales professional with a rare combination of electrical engineering expertise and enterprise business development experience. Proven track record securing high-value pilot programs at Tier-1 operations including Sibanye-Stillwater and Gold Fields, while translating complex mesh-network technology into tangible safety and operational ROI. Equally comfortable on the mine floor or in the boardroom.

Core Competencies

IoT Sales • Underground Mining • Mesh Networks • Agile • AWS Cloud • B2B Negotiation • POC Management • Safety Systems

Tools & Technologies

CRM & Sales: HubSpot CRM • Salesforce (CRM fundamentals) • LinkedIn Sales Navigator • Pipedrive

Project & Productivity: Jira • MS Project • Trello • Notion • Google Workspace • Microsoft 365

Presentation & Proposals: PowerPoint • Canva • Figma • Loom (video demos) • PandaDoc (proposals)

Cloud & Technical: AWS Cloud • Canary Beacon IoT Platform • Mesh Network Hardware • REST API basics

Communication & Outreach: LinkedIn Sales Navigator • Zoom • MS Teams • Slack • Apollo.io (prospecting)

Experience

2023 – Present

Canary Beacon

External Sales & Business Development Manager

Scaling IoT adoption across South African hard-rock mining operations

Canary Beacon develops industrial IoT mesh-network solutions for underground mining safety, personnel tracking, and real-time operational visibility in hard-rock environments.

- Drive growth and digital transformation within the mining sector, building a qualified sales pipeline of R500k–R2M+ across Tier-1 underground mining operations within 18 months.
- Manage the full sales lifecycle from technical demonstrations of the Canary Beacon ecosystem to negotiating high-stakes pilot programs in harsh underground environments.
- Secured 3+ active Proof of Concept deployments simultaneously, each requiring full technical integration and ongoing stakeholder management at mine management level.

Key Achievements:

- **Strategic Partnerships:** Secured POC and pilot agreements at Sibanye-Stillwater Driefontein and Gold Fields South Deep, accelerating market penetration into the hard-rock underground sector.
- **Revenue Growth:** Drove direct sale and full integration of safety and personnel tracking hardware at Evander Gold Mine, delivering measurable improvements in underground workforce visibility.
- **Technical Leadership:** Deliver hands-on hardware demonstrations translating complex mesh-network capabilities into tangible safety and operational ROI for mine management teams.

2021 – 2023

Vipin

Project Manager

Leading end-to-end delivery of SaaS workforce management solutions

- Led development and execution of biometric remote clocking, smart timesheets, and modular workforce management tools, reducing client payroll errors significantly.
- Managed cross-functional teams through Agile sprints, shipping products ahead of schedule and within budget while maintaining strong stakeholder communication.
- Championed AWS cloud integration across all product lines, improving scalability, uptime reliability, and security posture.
- Drove product strategy from ideation to launch, aligning development roadmaps with client feedback and strategic business objectives.

Languages

English

Afrikaans

2019 – 2021

APJ Automation

Site Manager

Overseeing automation and electrical installation projects across multiple sites

- Managed day-to-day operations for automation and electrical installation projects, directly coordinating teams of 10–20 technicians and contractors across concurrent sites.
- Maintained a zero-incident safety record across all managed sites through rigorous health and safety oversight and compliance with regulations.
- Streamlined on-site workflows and contractor coordination, reducing average project turnaround time by approximately 20% through improved scheduling and resource planning.
- Served as primary liaison between clients, engineers, and technical teams, strengthening long-term client relationships.

2018 – 2019

John Matter Technical

Trainee Electromechanical Technician

Building hands-on industrial systems expertise in high-risk environments

- Assisted in maintenance, installation, and troubleshooting of electrical and mechanical systems across industrial equipment including wiring, panel assembly, and hydraulic systems.
- Consistently commended by senior technicians for technical aptitude and strict adherence to safety protocols in high-risk industrial environments.

2016 – 2017

Corobrik

Electrical Intern

Foundational training in large-scale industrial electrical maintenance

- Completed full internship supporting maintenance and troubleshooting of electrical systems across a large-scale industrial manufacturing facility.
- Built a solid foundation in panel assembly, fault diagnosis, and preventive maintenance practices under senior engineer supervision.

Certifications

- AWS Cloud Practitioner – Amazon Web Services (Udemy accredited coursework, 2022–2023)
- Agile Project Management – Scrum fundamentals and sprint delivery methodology (2021)
- IoT Systems & Industrial Networking – Applied mesh-network and industrial sensor coursework (2023–2024)

Note: Additional certifications available on request.

Career Highlights

Canary Beacon – *External Sales & Business Development Manager*

- Secured Tier-1 POC partnerships at Sibanye-Stillwater Driefontein and Gold Fields South Deep within the first 12 months, establishing Canary Beacon in the hard-rock underground sector.
- Closed direct hardware sale and integration at Evander Gold Mine, contributing to a growing revenue pipeline of R500k–R2M+ in active and pipeline deals.
- Established Canary Beacon's presence in a highly competitive and technically demanding underground mining market.
- Built enterprise pipeline from the ground up through hands-on technical demonstrations and relationship-driven sales.

Vipin – *Project Manager*

- Delivered biometric remote clocking and smart timesheet solutions adopted across multiple client sites, reducing manual payroll errors.
- Led Agile sprints and cross-functional teams to ship modular workforce management tools ahead of schedule and within budget.
- Championed AWS cloud integration across all product lines, improving system scalability and uptime reliability.

APJ Automation – *Site Manager*

- Delivered multiple automation and electrical installation projects on time

and within compliance requirements.

- Maintained a zero-incident safety record across all managed sites through rigorous H&S oversight.
- Streamlined workflows, reducing project turnaround times and improving operational efficiency.

John Matter Technical – *Trainee Electromechanical Technician*

- Gained comprehensive hands-on experience with industrial electrical and mechanical systems in high-risk environments.
- Received consistent recognition from senior technicians for technical aptitude and safety discipline.

Corobrik – *Electrical Intern*

- Completed full internship at a large-scale industrial facility, building a strong technical foundation in electrical systems.

Why Raymond?

I bridge the gap between underground mine reality and boardroom decision-making — a combination that most sales professionals simply don't have. With hands-on electrical engineering experience, a proven track record deploying IoT at South Africa's biggest gold mines, and the technical fluency to demo complex mesh-network hardware to mine management, I don't just sell a product — I become a trusted technical partner on the journey to safer, smarter mining operations.

References

Paul de Beer

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Joyce

APJ Automation / CEO

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