

Product Manager – HVAC

Our Business

Regal Beloit is a successful global organization with a reputation for excellence in research and design, product quality, manufacturing and service.

Regal Australia is a major national distributor of mechanical and electrical products. The company imports and markets a comprehensive range of industrial products such as electric motors, AC Drives, Soft Starters, speed reducers, brakes and Clutches, couplings, insulation and conductors.

Regal Air Systems is a leading manufacturer and distributor of air moving products. We manufacture and market a comprehensive range of fans and blowers for the HVAC market. Our broad product range covers the complete offering from axial fans, forward curved fans both direct drive and belt drive through to backward curved fans including plug fans to name a few.

This is an exciting opportunity for a driven Product Manager for our Fractional Motors & Air Moving Products.

The Role

Reporting to and with the full support of the Business Leader you will develop, drive and grow sales of Fractional Motors and Air Moving products across Australia and New Zealand. Be part of a high performing team what will interface daily and serve as a player and coach to successfully deliver sales to our business.

Responsibilities

- Analyse end markets and industry trends to develop & implement product strategies to generate profitable growth
- Manage product life cycles from new product introduction through product maturation continuously seeking opportunities for improvement
- Develop product value propositions & pricing strategies
- Manage the major activities of cross-functional teams to streamline processes, optimize profitability and provide innovative solutions
- Serve as leader and partner with Sales during contract negotiations
- Work with customers to develop technical partnerships that foster market solutions. Be the voice of the customer in all aspects of the business.

Experience / attributes

- Strong commercial experience in the HVAC industry with Fractional Motors and Air Moving products
- Demonstrated marketing experience in a commercial environment
- Demonstrated experience in managing product life cycles
- Strong leadership, planning and organisational skills
- Strategic thinker with visionary capabilities
- Ability to analyze market data and make data driven decisions based on that data
- Support sales and business development teams and add value to customer visits through product and applications expertise. Ability to train
- Strong customer skills with the ability to build relationships at multiple levels
- Demonstrated problem solving, research and analytical skills
- Excellent presentation and communications skills
- Experience using Microsoft Office Suite

If you believe you possess the skills required then we encourage your application. Please forward your resume along with cover letter to Caroline.Kennedy@RegalBeloit.com