

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 experience with Fractional Motors and Air Moving products
- Previous experience in new product development process or equivalent
- Previous experience in HVAC industry
- Previous experience in marketing, sales and technical selling
- The ability to build rapport quickly and maintain relationships both externally and internally
- The ability to educate and influence a vast array of people both externally and internally
- Excellent Leadership, interpersonal and influencing skills, time management, communication, presentation and negotiation skills
- High level of personal initiative, energy and ownership for success
- The ability to work through problems to achieve a win/win outcome

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