

Product Specialist - Motors HVAC (FHP)

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.

This is an exciting opportunity for a driven Product Specialist for our Fractional Horse Power products to join our busy Rowville sales office.

The Role

Reporting to and with the full support of the Product Manager Industrial you will develop, drive and grow sales of Fractional Horse Power 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
- 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.
- Provide expert commercial assistance to the distribution team

Experience / attributes

- Electrical or Mechanical background preferably coming from switchgear or building management systems
- Understanding of electric motors for the HVAC market
- Experience with Innovation selling
- Demonstrated experience in sales or customer facing role
- Demonstrated experience in creating value propositions
- Demonstrated experience in marketing of products
- Demonstrated experience in new product development process or equivalent
- Ability to work in fast paced team environment with minimal supervision and the ability to train others
- Established ability to manage multiple projects and deadlines on time
- Proven experience in Microsoft products including PowerPoint, Excel and Word
- Ability to travel within the region
- "Can-do" attitude with high customer focus, excellent communication and interpersonal skills
- Superior organizational skills, prioritization and multi-tasking
- Strong problem solving and analytical skills

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