

# Sales Application Engineer – Motor Control

## ***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.

## ***The Role***

This is an exciting opportunity for a highly motivated Sales Application Engineer to join our busy Rowville National sales office.

Reporting to and with the full support of the Product Manager you will develop, drive and grow sales of Motor Control 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***

- Identify and develop new business opportunities to maintain and grow the sales pipeline
- Develop technical solutions to meet customer business needs
- Document competitor activities and assess potential market moves
- Review and influence customer specifications to ensure compliance and/or noted exceptions for development of equipment and service quotations
- Make technical presentations to all levels of customer organization
- Develop engineering and installation work scopes, schedules and cost estimates to facilitate total scope project offerings
- Put together quality and timely proposal documents
- Be responsible for technical leadership on all Field Service proposals, including identifying on-site material and labour requirements, job-site walks, customer bid reviews, specification reviews and competitive analysis
- Provide input for NPI programs and introduce new services/products to sales/service teams and clients
- Contribute positively to regional sales , orders, profitability, and Inquiry to order quality goals

## ***Experience / attributes***

- Bachelor's Degree in Electrical Engineering
- Comprehensive knowledge of Drive Products
- Experience in market segments such as Mining, Water, Waste Water, Food & Beverage and HVAC
- Prior experience in developing and writing specifications and proposals
- Prior experience with customer specifications review, proposal development, and contract development and negotiations
- Ability to be able to identify customer problems and issues and be able to create value for customers
- Solid understanding of product distribution channels
- Strong presentation skills
- Strong interpersonal skills
- Strong customer mindset

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](mailto:Caroline.Kennedy@RegalBeloit.com)