

The logo for REGAL, featuring the word "REGAL" in a bold, white, sans-serif font, enclosed within a white, tilted rectangular border. The background of the entire header is a solid purple color.

Sales Engineer Southern Region

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. Regal 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

Reporting to and with the full support of the Industrial Product/Sales Manager, as Sales Engineer you will use your technical knowledge to identify and develop solutions for customers. You will develop and implement a comprehensive sales plan for technical applications that includes new and existing strategies for key accounts in your region.

This is an autonomous role and to be successful you will require strong organizational skills, be self motivated and maintain excellent time management skills.

The key to your success in this role will include:

- Maintain existing clients
- Attract and develop new clients
- Electric motor, mechanical and electrical drives and power transmission sales
- Target the future needs of the business in the region

Skill set

- Experienced sales representative with demonstrated sales results
- Strong technical sales skills ideally with experience in motor repair, industrial or pump industry
- A proven understanding of technical data, selections and terminology
- Sound knowledge of the VIC market
- Ability to seek out new opportunities and develop relationships to achieve business outcomes
- Excellent communication skills
- Results focused
- Work under pressure
- Initiative
- Team Player

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