

Area Sales Manager QLD & NSW

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 Area Manager to drive growth in our QLD & NSW regions.

The Role

Reporting to and supported by the National Sales Manager you will bring on board your sales skills and knowledge of the industry to drive the company's aggressive growth strategy in the QLD & NSW regions. You will lead the NSW & QLD sales team by example, developing new business opportunities with both new and existing clients. Your ability to develop strong relationships with your clients and maximize opportunities across all areas of the business will bring you success in this role. Your portfolio of accounts will be across HVAC, mining, manufacturing, utilities, water, oil & gas and petrochemical sectors.

Experience /attributes

- A solid power transmission, motors/drives or technical mechanical solutions background.
- Proven ability to lead and motivate a sales team
- Demonstrated ability to drive sales and achieve targets
- Experience in a similar role
- A proven understanding of technical data, selections and terminology
- Excellent account management and relationship building skills
- Ability to analyze market data and make data driven decisions based on that data
- Results oriented & self-driven
- Strong decision making skills
- Highly motivated to succeed
- Excellent presentation and communications skills
- Experience using Microsoft Office suite as well as CRM

Attractive base salary, car plus super

This position can be based in either Brisbane or Sydney.

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