

# Product Specialist – Industrial

## ***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 IHP Motor products.

## ***The Role***

Reporting to and with the full support of the Product Manager Industrial you will develop, drive and grow sales of IHP Motors 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***

- Solid understanding of motor, gearbox and power transmission market
- 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](mailto:Caroline.Kennedy@RegalBeloit.com)