

# Business Development Manager

## *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*

We are seeking a suitably qualified and experienced Business Development Manager to be based in South Australia or Western Australia and to look after the South Australia and Western Australia region. This is a newly created role and will be pivotal to Company growth.

Responsibilities will include identifying new business leads, promote products and business to prospective clients, and develop existing relationships along with utilizing your networks. You will be an excellent relationship builder, possess great communication skills and be able to sell to across manufacturing, utilities, water, oil & gas and petrochemical sectors.

## *Experience*

- Strong commercial background required
- Provide the highest level of customer service
- Develop individually tailored solutions based on the specific needs of each customer
- Sales focus, a driver for results;
- Technical expertise of electric motors, gearboxes and drives is essential;
- Results focused with ability to bring innovative products to the market place.
- The ability to work autonomously

The opportunity offers an attractive base salary, Car + Super

If you believe you have the skills required then we encourage your application. Please forward your resume along with a cover letter to [Caroline.Kennedy@RegalBeloit.com](mailto:Caroline.Kennedy@RegalBeloit.com)