

**REGAL**

Sales Representative HVAC VIC

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.

Regal Air Systems is a leading manufacturer and distributor of air moving products. We manufacture and market a comprehensive range of fans and blowers for the HVAC market. Our broad product range covers the complete offering from axial fans, forward curved fans both direct drive and belt drive through to backward curved fans including plug fans to name a few.

The Role

Reporting to and with the full support of the Commercial Business Leader, as Sales Representative you will develop and drive an aggressive growth strategy in the region. Your business targets will be focused on developing new business as well as continuing to develop business opportunities with our current client base.

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 motors and Air Moving products (blowers, fan decks, fans) 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 HVAC industry with Air Moving products
- 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