

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 Representative WA

### ***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 Regional Sales Manager, 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 motor sales and service in Western Australia
- 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 electric motor, VSD and gearbox products
- A proven understanding of technical data, selections and terminology
- Sound knowledge of the WA market
- Ability to seek out new opportunities and develop relationships to achieve business outcomes
- Excellent communication skills
- Results focused
- 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](mailto:Caroline.Kennedy@RegalBeloit.com)