



Regal Beloit Corporation is a publicly owned corporation (NYSE: RBC) with operations worldwide. Regal Beloit is a leading manufacturer of electrical and mechanical motion control and power generation products serving markets throughout the world. Annual sales exceeded \$2B in 2008. Regal Beloit is headquartered in Beloit, Wisconsin, and has technology, manufacturing, sales, and service facilities throughout the United States, Canada, Mexico, Europe and Asia.

Regal Beloit has been listed as one of "America's Best-Managed Companies" on *Forbes* magazine's 400 Best Big Companies list (January 2007), and as one of "America's Fastest Growing Companies" in *Fortune* magazine (September 2007).

Job ID: 10-443

Job Title: Pump Product Manager

Location: Wausau, WI

Responsibilities:

- Provide Leadership in marketing and product management for Marathon fractional and integral products into the Pump Market Segment (SIC 3561, 9984, and 3949)
- Drive Growth and own profitability
- Analyze target market opportunities (products, competitors, global trends)
- Develop sales strategies for products manufactured in the USA, Mexico, China, India, and Thailand
- Lead the Sales channel with the product integration strategy
- Develop Long Range Planning (LRP) and Multi Generation Product Plan (MGPP)
- Implement marketing communication and advertising strategies
- Develop pricing strategies; assist the sales team in contract negotiations.
- Champion VCP efforts to increase shareholder value.
- Drive ownership of customer commercial needs to ensure successful growth and adoption of ME products and services
- Provide contract administration and processing for customer agreements
- Facilitate NPD activity driving customer engagement (voice of the customer) and success by working with all functions including technology, IT, and sales
- Assist sales and PSI planning and forecasting of manufacturing plant line rates and production
- Develop and implement plans to increase market penetration of ME products and services

Required Qualifications:

- BS in technical discipline
- Strong oral and written communication skills
- Demonstrated positive and effect leadership, interpersonal and influencing skills
- Previous direct customer, application/sales/marketing experience
- Green Belt trained and/or certified

Desired Qualifications:

- BS Engineering
- Black belt certified
- Experience with OEM and distribution markets
- New product development experience

Relocation Available: Yes

To apply, please send resume and salary requirements to: HRWausau@regalbeloit.com