



"At the Heart of What Drives Your World"

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: 10-446

Job Title: Sales Operations Manager (HVACR-Air Moving)

Location: Fort Wayne, IN

The Sales Operations Manager will provide a key leadership role in the development of system solutions, process improvements and sales execution for the HVACR and Air Moving sales team. This position will be responsible for all aspects of sales operations and alignment with the elements of the RBC Operating System, including Long Range Planning, Annual Sales Plans, monthly Operating reviews and organic growth initiatives with RBC Leadership. In addition, this position will lead sales team development and sales process discipline across the Genteq, Fasco and Morrill brands.

Responsibilities:

- Lead the sales operations function
- Develop & maintain personal strategic involvement with all RBC Brands.
- Create a hi performing Principles based sales environment
- Process development and execution of Sales & Cost budgets, AR & Inventory targets,
- Provide Growth deck and account management execution leadership
- Provide strategic and action oriented communication link between Sales team & Business leadership
- Seek out Sales Development Practices to incorporate into the RBC Sales process
- Provide the overall strategic plans for sales process digitization utilizing RBC applications – Oracle, Elitelink-Web Portals and Business Intelligence Dashboards

Required Qualifications:

- BS in engineering/technical
- Excellent problem solving skills, with an emphasis on innovative systems/digitization solutions
- Strong oral and written communication skills
- Excellent interpersonal, presentation and computer skills
- High level of personal initiative, energy and ownership for business success
- Previous experience leading others, with a demonstrated ability to influence business and team leaders.

Desired Qualifications:

- Experience with process improvements – Black Belt
- Experience with various sales channels: direct, independent sales representative firms, distribution and OEM
- Project Leadership skills, NPD process and Lean Six Sigma skills
- MBA
- Experience with Web portal development

Relocation Expenses: No

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