



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: 10-464

Job Title: Regional Account Manager

Location: Atlanta, GA

Responsibilities:

The Regional Account Manager (RAM) will provide overall account management for motor, control and blower customers within a geographical region of Georgia and Alabama. The RAM will develop and sustain a territory sales plan by account to meet/exceed the business targets for the region. Additional responsibilities include but are not limited to:

- Create and drive execution of new growth opportunities
- Lead customer value add productivity projects
- Create and strengthen relationships and business performance metrics at established accounts
- Engage and coordinate all internal functions as required to achieve goals
- Provide short and long term forecasts to support business planning
- Maintain conduct in accordance with RBC vision, mission, values, and initiatives
- Lead negotiations/business agreements with key strategic accounts in the territory

Required Qualifications:

- B.S. in Engineering or a related field
- Minimum of 4 years of technical/industrial OEM sales experience
- Strong account/project management skills
- A proven track record of sales success
- Strong and passionate customer focus
- Strong communication and presentation skills
- Ability to engage and build value-based relationships with all levels and functions within the customer's organization and RBC
- Strong computer skills Microsoft Office (minimum)
- Ability to effectively function in a remote office
- Ability to develop territory forecasts based on accurate customer projections

Desired Qualifications:

- Six Sigma Green Belt certified
- Understanding of electric motors
- Prior experience in HVAC or Commercial Refrigeration industry is helpful

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