



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 Title: Regional Sales Manager

Location: Grafton, WI

Responsibilities:

The regional sales manager will play a key leadership role in the development of our market strategy, growth plans and performance improvement and will be located in Grafton, Wisconsin reporting to the director of sales. This position will be responsible for directing and coordinating the sales of LEESON Electric, Lincoln Motors, Grove Gear and Electra Gear products domestically through established sales representatives, agents, or directly to existing or potential motor and speed reducer customers. The Regional Sales Manager will supervise all sales activity within the region defined while achieving sales and marketing objectives as well as carrying out corporate objectives and policies. Additional responsibilities for this position include but are not limited to:

- Develop and execute sales operation processes, budgets, Long Range and Annual Operating plans
- Provide the overall strategic sales direction
- Develop action-based sales plans that focuses on growth, profitability, value-add productivity
- Evaluate, manage and motivate our sales team members
- Develop & maintain personal strategic involvement with key leadership at the accounts.
- Develop and maintain supplier performance metrics, growth plans and account management plans
- Provide strategic communication link between customers & RBC business management
- Adhere to all company policies, values, procedures and business ethics
- Interface with multiple motor and reducer groups, engineering, order entry, customer service, logistics, sourcing, accounting, scheduling, and purchasing functions
- Communicate directly with customers and potential customers to provide optimum response to customers needs
- 25% + travel

Required Qualifications:

- BS in engineering/technical or equivalent work experience
- 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.
- Minimum 5 Years Sales management of direct and rep workforce experience in an Industrial setting
- Proven record of sales success.
- Understanding of business operations and P & L execution.
- Strong understanding of customer and market dynamics and requirements.
- Willingness to travel and work with team of sales professionals.
- Distribution experience
- Knowledge of motor markets and products

Desired Qualifications:

- Experience with process improvements
- Experience with other RBC brands 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
- Six Sigma certification
- EE or ME degree

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