

## Senior Manager Sales Marine

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Company: Regal Rexnord

Location: Kontich

Category: other-general

### Position Summary:

Under the direction of the Senior Director Sales, the Senior Manager Sales is dedicated to specific market and is responsible for directing and executing Sales plans/programs. The Senior Manager Sales will lead his team in developing client relationship management strategies, establishing strong client relationships, and suggesting innovative solutions to meet client needs. The location for this position could be either in North America or Europe (from each Country where RRX has a site)

### Major Responsibilities:

Directs SAM's and VAM's who interface daily with End Users, Direct OEM's and referred OEM's, Industrial Distributors/channel partners, Industry Trade Organizations

Performance Management of the team, coaches, trains, and develops his group of sellers.

Manage each seller's disciplined selling processes to attain quota: 1) Purposeful account planning, 2) Time and territory management, and 3) Funnel opportunity management/CRM proficiency. Perform annual review of account segmentation and account assignments.

Deploy sales resources to effectively meet / exceed annual team and individual quota targets

Develops sales talent in the organization and builds bench strength in the organization.

Effectively collaborates with Vertical Sales Directors and National Accounts Director

Sets short and long-term sales strategies and evaluates effectiveness of current sales deployment to drive market share growth

Provides management with market trends, competition information, VOC input, Other Industry happenings

Executes Strategic Plans

Serves as the escalation point for sales associates and internal customer issues

Maintain a review cadence on funnel and ATO's with sellers and business unit partners

Manage and measure through analytics, insights and reporting through CRM tools.

Utilizes CRM dashboards on a daily basis to help communicate progress against established objectives. Leverage KPI's provided by the CRM as a tool in coaching sellers

Facilitate regional meetings

Leads customer related trainings and plant visits to drive competency and awareness

Addresses customer issues, coordinate on quality topics to customer's satisfaction

Manages root-cause countermeasure (RCCM) process

Trade Organization participation and leadership

Drive continuous improvement opportunities that result in increased ease of doing business, improved Customer Satisfaction and reduced internal operation costs

**The Sales Manager Sales should possess the following skills and competencies:**

**Puts the Customer First**

Thinks and acts with a customer-centric mindset to deliver exceptional commercial team (customer) support

Prioritizes internal customer requirements and is dedicated to meeting or exceeding expectations

Continuously improves internal processes to create value for the customer

Develops and maintains successful customer relationships (internal and/or external)

**Leadership**

Takes personal accountability for decisions and actions, and always exercises good judgement.

Sustain his team members applying change management

Builds effective teams

Consistently applies good judgement and maintains commitment to Regal's core values

### **Finds a Better Way Every Day**

Is intellectually curious and embraces continuous improvement, challenging the status quo

Introduces and proactively seeks out new ideas and solutions to strengthen performance

Holds self and others accountable to build and instill a continuous improvement culture

Ensures best practices and lessons learned are adopted

### **Required Education / Experience / Skills:**

Education: University Degree in Engineering, Economics, Management

Experience: 7+ years of experience in Sales management roles

Sales experience especially in Marine market

Manages complexity

Develops Talent

Instills Trust

Business acumen – specifically Sales and/or Sales Operations Management

Strategic 80/20 Mindset

Ability to drive change transformation and disciplined #CI mindset through the organization

Organizational skills

Understanding of CRM and BI Tools

Car driver license

Travel: 50%

Language: English

## About Regal Rexnord

**Regal Rexnord Corporation (“Regal Rexnord”)** is a leading manufacturer of electric motors, electrical motion controls, power generation and mechanical power transmission products and sub-systems, serving customers around the world in the general industrial, consumer, commercial construction, food & beverage, and alternative energy end markets, among others. Regal Rexnord sells its products and solutions to OEMs, through distributors, and directly to end-users. Regal Rexnord is a \$7.2B company with 36,000 associates globally.

You may not know it, but Regal Rexnord impacts your life every day. The company’s products enable the fans in HVAC systems that keep us comfortable; the power source that keeps smart buildings running; the agricultural and food service equipment that keeps us fed; and the conveyer systems that keep e-commerce flowing, to name a few of the applications where our products are used.

Regal Rexnord’s business purpose is to create a better tomorrow by energy-efficiently converting power into motion. This means creating innovative solutions while focusing on both customer needs and the company’s commitment to sustainability. The company’s industrial powertrain and automation solutions offerings are an important part of the company's growth strategy. The company’s strategy includes leveraging 80/20 to prioritize all activities, including product excellence, operational excellence and commercial excellence (i) driving organic sales growth through the introduction of innovative new products, with a particular focus on improving energy efficiency, (ii) establishing and maintaining new customers, as well as developing new opportunities with existing customers, (iii) participating in higher growth end markets and geographies, and (iv) identifying and consummating strategic, value creating acquisitions.

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