

Strategic Account Manager Distribution

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Company: Regal Rexnord

Location: Kontich

Category: business-and-financial-operations

Position Summary:

Under the direction of the Distribution Segment Leader Europe, the Strategic Account Manager is dedicated to specific Major Distributors and is responsible for directing and executing Sales plans/programs. The Strategic Account Manager Distribution will be developing client relationship management strategies, establishing strong client relationships, and suggesting innovative solutions to meet client needs.

Major Responsibilities:

Drives sales initiatives for specific Distributor/s

Assists in the development and implementation of comprehensive sales plan that includes new and existing sales strategies for a single large Distributor or for specific target accounts

Drive Policy Deployment (Strategy Deployment) Initiatives with assigned Distributor

Drive improved share and revenue growth with the Distributor through establishing strong collaborative relationships among Distribution and IPS groups including Sales, Customer Care, Marketing and Product Groups.

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

Establish and maintain annual/quarterly/monthly forecasting for orders & COGS

Provide insights to the business related to pricing activity, competition, M&A, Other Industry happenings.

Provides management with market trends and competition information used to evaluate new opportunities

Conducts sales and product overview trainings to customers to drive competency and awareness

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

Works daily with CRM to input and analyze activities across accounts. Utilizes CRM dashboards on a daily basis to help communicate progress against established objectives.

Develops and directs the implementation of comprehensive sales plans for new and existing MRO or OEM "Referred" and End User accounts that are strategic to the distributor.

Develop and implement an annual sales and marketing plan (AOP). Manage and measure through analytics, insights and reporting through CRM tools.

Accountable for promotional and creative programs between Sales and Marketing and the Distributor.

Develop and implement comprehensive communication plan that ensures alignment at the field sales level with business objectives for share and revenue growth at the Distributor.

Establish/maintain quarterly QBR cadence with Field and Corporate Leadership

Promotes realizing Documented Cost Savings and develops/coordinates communication of RegalRexnord value propositions to Distributor End User Accounts.

The Strategic Account Manager 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)

Owns Their Results

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

Does not make excuses for poor performance, open about it and does what needs to be done to fix it

Takes personal ownership for adherence to safety, compliance, quality, and data security

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: 5+ years of experience in Sales

Sales experience especially in large PT distribution to MRO and OEMs.

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 mandatory, German, French, Italian are a plus.

About Regal Rexnord

Regal Rexnord's 30,000 associates around the world help create a better tomorrow by providing sustainable solutions that power, transmit and control motion. The Company's electric motors and air moving subsystems provide the power to create motion. A portfolio of highly engineered power transmission components and subsystems efficiently transmits motion to power industrial applications. The Company's automation offering, comprised of controls, actuators, drives, and small, precision motors, controls motion in applications ranging from factory automation to precision control in surgical tools.

The Company's end markets benefit from meaningful secular demand tailwinds, and include factory automation, food & beverage, aerospace, medical, data center, warehouse, alternative energy, residential and commercial buildings, general industrial, construction, metals and mining, and agriculture.

Regal Rexnord is comprised of three operating segments: Industrial Powertrain Solutions, Power Efficiency Solutions, and Automation & Motion Control. Regal Rexnord is headquartered in Milwaukee, Wisconsin and has manufacturing, sales and service facilities worldwide. For more information, including a copy of our Sustainability Report, visit .

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