



In the early career development program, we train driven individuals to become successful working sales professionals. Through training, participants hone the skills they have today and learn new skills including:

- Enhanced strategic and creative problem solving
- A sales hunter's mentality
- Consultative sales approach
- Tenacity
- Resiliency



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## EARLY CAREER DEVELOPMENT PROGRAM

REGAL®  
THERE IS POWER IN THE WAY WE WORK

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- 24 week early career development program for sales professionals prior to district sales assignment
- Interdepartmental hands on business exposure
- Integrated classroom and field work training instruction



**REGAL®**  
**THERE IS POWER IN THE WAY WE WORK**

**Our sixteen (16) power transmission products and services brands** are well established, well known and relied upon across a variety of industries.

We offer much more than an array of well-respected product brands. Together we provide solutions. Solutions that deliver superior performance. Solutions that blend the latest in technology with our years of experience and expertise. Solutions that keep our customers' businesses moving ahead.

Regal is an Equal Opportunity and Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex/gender, sexual orientation, gender identity, age, ancestry, national origin, marital status, citizenship status (unless required by the applicable law or government contract), disability or protected veteran status or any other status or characteristic protected by law. Regal is committed to a diverse and inclusive workforce.

Our competitive benefits package includes:

- Comprehensive Medical Coverage
- Dental Insurance
- Vision Insurance
- Life Insurance
- Short Term Disability
- Long Term Disability
- 401K
- Paid Holidays
- Vacation
- Tuition Reimbursement
- Employee Assistance Program

Because of the important role we play in our customers' businesses, We are committed to creating and maintaining powerful relationships built on a foundation of excellence. From the products we manufacture to our dedicated customer service and support, we strive for superior performance and continuous improvement.

Regal brings more than a century of technology, services and engineering solutions to a wide range of industries. With global capabilities and deep industry expertise, We are a trusted partner for products and solutions that increase machine performance, efficiency, reliability, and availability. The industry-leading brands include Browning®, Durst®, Foote-Jones®, Grove Gear™, Hub City™, Jaure®, Kop-Flex®, Mastergear®, McGill®, Milwaukee Gear™, Morse®, Rollway®, SealMaster®, System Plast® and Velvet Drive® products and services.

For more information, visit [www.regalbeloit.com](http://www.regalbeloit.com).

Hiring and developing leaders is one of our keys to success. We are looking for individuals that want to grow with us.

BUSINESS	REGAL®		
WIND	JAURE®		
HVAC	Browning®	SEALMASTER®	
MARINE	MILWAUKEE GEAR™	KOP-FLEX®	DURST®
METALS	JAURE®	SEALMASTER®	DURST® Velvet Drive® <small>TRANSMISSIONS</small>
OIL & GAS	JAURE®	MILWAUKEE GEAR™	KOP-FLEX® ROLLWAY®
FOOD & BEV	Browning® GROVE GEAR™	MCGILL® SYSTEM PLAST®	marathon® <small>Special Products</small> SEALMASTER®
BULK HANDLING	Browning® HUB CITY™	MCGILL® FOOTE-JONES®	MORSE® SEALMASTER®
UNIT HANDLING	Browning® HUB CITY™	GROVE GEAR™ SYSTEM PLAST®	marathon® <small>Special Products</small> SEALMASTER®

**LEARN TO APPLY AN EFFECTIVE SALES PROCESS**



An effective sales process establishes the foundation of success for sales professionals. In Regal's early career development program, our trainees learn and practice our sales process prior to beginning their district field assignments. This process starts with a core focus on the fundamentals of strategy and tactics as they relate to solution selling.

In addition to in-classroom training and role play, trainees receive instruction on the utilization of resources that will help make them more effective sellers in the field. Furthermore, trainees are assigned a mentor for guidance and support.

Our thorough training program works to instill this framework as a guide for our new sales professionals and we take pride in having members of our current sales and management team participate as trainers. This one-on-one exposure also enables each trainee to meet and establish relationships with coworkers who they later with interact with.