

Jay Schermond

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Account Management

Sales Management

Business Development

Summary of Qualifications:

A sales performance leader with a strong record of success penetrating new markets and developing long term client relationships. Proficient in prospecting, forecasting, budget development, P/L performance analysis and employee development. A **result** oriented sales professional adept at developing and executing strategic sales plans focused on meeting corporate goals and objectives.

Core strengths:

Consultative/Value Solutions Selling
Key Account Management

Strategic Market Planning
Effective Presentation Skills

Team Leadership/Project Mgt.
Financial/Business Analysis

Professional Background:

D & D Engineered Components, Inc.: Sales Engineer

2006 – current

Products: Metal Stampings, Die Castings, Powdered Metal Parts, Machined Parts, Plastic and Rubber Parts and Assemblies.

Markets: Automotive, Aerospace, Appliance, Heavy Truck, Outdoor Power Equipment, Lawn and Garden, Utility Vehicles, Food Service.

Sales agency representing manufacturers of **engineered component part solutions**. Responsible to expand sales, assist in strategic market planning and lead all account management activities. Key success drivers included, penetrating and developing relationships at all levels within the Principals and within Customer organizations. Successful sales growth achieved by assisting clients in the development of their sub-assemblies by offering innovative and cost effective process and material solutions.

- Increased sales by over 400% from 2010 to 2015.
- Managed over 500 RFQ's annually.
- Achieved balanced sales for each of five primary principals – ranging from 35% to 10% of total.
- Designed, developed, and implemented new company website and personal website.
- Have recruited three new principals into the firm.
- Recruited to manage account activities for major international customers of multiple principals.

Alex Products, Inc. and A-Stamp Industries: Sales Manager, Account Sales Manager, Sales Engineer

1995 - 2006

Metal stamping, tube forming and welded assembly company providing services primarily to the Automotive Industry. As Sales Manager was responsible for all sales activity at A-Stamp Industries, a division of Alex Products. As Account Sales Manager was responsible for several key accounts at Alex Products including a program with annual sales of over \$30MM. As Sales Engineer was responsible to manage quote activities, manage new projects and programs and managed the prototype department.

- Responsible for all sales activity at A-Stamp including house accounts and oversee independent manufacturer's representatives.
- Successfully reduced dependency on parent company from 98% to 20%.
- Grew annual sales from \$3MM to \$15MM in four years.
- Responsible for customer service and commercial issues.
- Lead on the development of all major client proposals and pricing strategies.
- Managed and coordinated new projects and programs.
- Evaluated and developed new tooling sources.

Erie Marine Enterprises: Crane Operator, Outside Machinist, Leadman

1991 – 1994

Great Lakes Shipyard providing services to lake freighters. Erie Marine was equipped with a 1,250 foot x 120 foot graving dry dock. The dry dock is longer than four football fields and was used to build, repair, convert and dry dock ships. It is only one of two dry docks on the Great Lakes capable of dry docking 1,000-foot Great Lakes Self-Unloading Vessels.

- Experienced in rigging and crane operation on dry land and marine settings.
- Operated: 2-Hook P&H Overhead Crane (120 Tons) in cab and remotely; Bucyrus Erie Crawler Crane (110 Tons); P&H Truck Crane (90 Tons); all heavy equipment on-site.
- Special Lift: Removed Bow Sprit on the U.S. Brig Niagara.
- Leadman for outside machinists and tailshaft crew performing 5 year surveys for the American Bureau of Shipping and the US Coast Guard.
- 4th generation (Schermond) in a row to work in shipbuilding.

Education/Community:

B.S.B.A. – University of Toledo - Toledo, OH

Associate of Applied Sciences in Mechanical Engineering – NWSCC - Archbold, OH

Park Board Member – Village of Delta, OH

President of the Pike-Delta-York Local School District Foundation