

Jay Schermond - Bio



Jay Schermond has over twenty years of experience in sales and business development for manufacturing companies. He utilizes a solid relationship management approach to mutually benefit both Suppliers and Buyers. As a Buying Experience Counselor, Jay offers sales and service for custom engineered components. His knowledge and expertise covers a wide range of products including:



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- *Stampings*
- *Aluminum and Zinc Die Castings*
- *Gray and Ductile Iron Castings*
- *Powdered Metal Components*
- *CNC and Screw Machined Components*

Jay is experienced in multiple industries including: Automotive, Aerospace, Appliance, Heavy Truck, Outdoor Power Equipment, Lawn and Garden, Utility Vehicles, and Food Service. Jay is best known for drumming up RFQ's and business opportunities that ultimately match Suppliers and Buyers. As a former Sales Manager, Engineering Manager and HR Specialist, Jay is skilled at developing business relationships, as well as bringing the right opportunity to the right manufacturer, helping him increase sales over 400% in the last five years alone. His business successes have expanded far across the globe, including business ventures to Mexico and Canada (North America), Germany and Romania (Europe), and China and India (Asia).

Jay received a Bachelor of Science in Business from The University of Toledo and an Associate of Applied Science in Mechanical Engineering from Northwest State Community College. In an effort to make a local impact, Jay serves his community as the President of the PDY Local School District Foundation, a generous non-profit organization that provides financial assistance to students in the community through mini-grants and academic scholarships. In addition, he also serves as the Chairman of his church's Endowment Committee. In his free time, Jay spends time enjoying family vacations, camping, fishing, and trying hard not to be the worst golfer on the course.