



Jay Schermond

Manufacturer's Representative
Sales Engineer



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www.jayschermond.com

Jay Schermond is a salesman by profession but truly strives to be a Buying Experience Counselor. He has a passion and a willingness to listen to the customer and provide the most economical solution to meet their needs. Teaming up with Jay will not leave you disappointed.

Vast Sales Experience

As a sales performance leader, Jay's sales experience and knowledge, as well as a strong success record of penetrating new markets and developing long-term client relationships, are valuable assets for any organization. He is a **result-oriented** sales professional who is adept at developing and executing strategic sales plans that are focused on meeting corporate goals and objectives.

Core Strengths

While trust is the main ingredient in a working relationship, Jay sets himself apart from others by demonstrating value to clients through the following core strengths:

- + Team Leadership / Project Management
- + Key Account Management
- + Effective Presentation Skills
- + Consultative / Value Solutions Selling
- + Strategic Market Planning
- + Financial and Business Analytics

Professional Background

- + **Sales Engineer (2006 – Current)**
D & D Engineered Components, Inc.
 - Represents custom engineered component manufacturing companies located in the Midwest; responsible for expanding sales, assisting in strategic market planning, and leading all account management activities; develops relationships at all levels and provides innovative and cost-effective process and material solutions.

- Products: Aluminum and Zinc Die Castings, Powdered Metal, Precision Machining, Plastic Injection Molding, Metal Stamping, Gray and Ductile Iron Castings.

- Markets: Automotive, Aerospace, Appliance, Lawn & Garden, Utility Vehicles, Heavy Truck, Outdoor Power Equipment, Military, Food Service

+ **Sales Manager, Sales Engineer (1995 – 2006)**

A-Stamp Industries (A Division of Alex Products, Inc.)

- Responsibilities: All sales activity and several key accounts, including a program with annual sales of over \$30m; managed quote activities, new projects and programs, and the prototype department; evaluated and developed new tooling sources.

Major Accomplishments

+ **D & D Engineered Components, Inc.**

- Increased sales by over 400% from 2010 to 2015
- Managed 500+ RFQ's annually
- Recruited three new principals to the firm
- Managed major international customer accounts

+ **A-Stamp Industries. LLC**

- Grew annual sales from \$3m to \$15m in 4 years
- Reduced parent company dependency by 78%
- Developed all client proposals/pricing strategies

Education

- + University of Toledo (Bachelor of Science, Business)
- + Northwest State Community College (Associate of Applied Science, Mechanical Engineering)

Community Engagement

- + Village of Delta, Park Board Member (2010-2015)
- + Pike-Delta-York Local School District Foundation, President (2009-Present)

A trustworthy, real-time customizer who builds win-win business relationships by consistently delivering results.