



**Job Title- Strategic Sales**

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## **Strategic Sales**

A member of the SKF Group of Companies, PEER Bearing Company is a growing bearing manufacturer in the United States, serving mainly the industrial market with major strengths in agricultural, transmission, and fluid industries with a wide range of highly engineered, precision bearing products. The company has grown over the past 50 years into a Global manufacturing company. Today PEER fosters a professional working environment where every employee, at every level, is simply among their peers. PEER prides itself on its ability to retain talent through consistently challenging and rewarding our employees and providing true opportunity for career growth. Choosing to be a part of the PEER family will result in working in a unique environment where new ideas, passion, and self motivation are key. Working at PEER is not just about having a career; it's about being a part of a family that is both personally and professionally enriching. PEER's world headquarters are located in Waukegan, Illinois.

The Strategic Sales position will be assigned specific OEMs and their subcontractors. The successful candidate will be able demonstrate a successful track record of building relationships and growing sales within the power transmission and automotive industries. Internally, this position works closely with Executives, Sales Managers, Product Managers, Customer Service, Engineering, and Demand Chain departments.

Successful applicants must actively demonstrate the desire to meet and exceed sales targets. The company needs a highly organized individual who is money-motivated, detail-oriented, creative, customer-focused and willing to take full accountability for his/her actions – someone who really enjoys selling and developing new business. Also, PEER is looking for an applicant who displays high levels of energy and drive, thrives under pressure, possesses strong business acumen – someone that is process-driven and possesses excellent verbal and written communication skills. The applicant must be comfortable working in a fast paced environment with changing needs and requirements and must possess a technical ability and a mechanical aptitude.

### **Requirements:**

- Bachelor's degree required (Engineering degree a big plus).
- 8-10 years of successful sales experience (bearing sales or power transmission experience is a plus).
- The desire to travel 50% + of the time (local and overnight travel required).
- Must sign a non-compete agreement.

**Salary position (non-union)**