



Company - PEER Bearing Company

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West Coast Regional Sales Manager

Job Description:

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 West Coast Regional Sales Manager is responsible for all accounts and prospects in their sales area. The West Coast Regional Sales Manager will generate sales, position PEER as a quality provider, service the existing sales base, and prospect new clients in the medium to very large sales range in the industrial distribution and OEM markets. The successful candidate will be able to build relationships with all key decision-makers at customer companies. Internally, the West Coast Regional Sales Manager works closely with Executives, Sales Managers, Product Managers, Customer Service, Engineering, and Demand Chain departments. This position will provide oversight for the region's outside sales representatives.

The ideal candidate for the role of West Coast Regional Sales Manager must possess the perfect mix of sales, leadership, training, financial, and relationship-building skills. The candidate for this position must possess strong computer skills especially in Microsoft Office and CRM programs. Strong verbal and written communication skills are a must! The ideal candidate will also have the ability to set-up and maintain a home office within the region.

Please enclose salary history and requirement in your cover letter.

Requirements:

- Bachelors degree
- Minimum 8-10 years experience in a sales/management role. (At least 5 of those years in a transmission, fluid power, or bearing industry.)
- Strong experience with the MS Office applications and CRM programs.
- Willingness to travel at least 50%.
- Ability to set-up and maintain a home office.

Salaried position (Non-Union)