

Slidematic Precision Components & Seward Screw, LLC
Rockford, Illinois| Hybrid | US Sales Responsibility

Senior Sales Specialist

Slidematic Precision Components and Seward Screw, LLC are seeking an experienced **Senior Level Sales** to lead and grow our sales organization across the United States. This position will manage a combination of **direct sales professionals and independent manufacturers' representatives**, with responsibility for developing new business, strengthening existing customer relationships, and driving long-term profitable growth.

Key Responsibilities

- Lead, manage, and develop direct sales personnel and independent manufacturers' representatives throughout the U.S.
- Develop and execute the overall sales strategy for Slidematic Precision Components and Seward Screw.
- Identify and pursue new OEM customers, markets, and applications.
- Grow existing strategic accounts and develop stronger relationships with key decision-makers.
- Establish sales goals, priorities, and accountability for the sales team and representative network.
- Maintain an active sales pipeline and provide regular forecasts and activity reporting.
- Participate in customer meetings, plant visits, trade shows, and industry events.
- Work closely with engineering and manufacturing teams on new applications, quotations, and customer requirements.
- Position Slidematic Precision Components and Seward Screw as technical manufacturing partners rather than commodity suppliers.
- Evaluate sales territories and representative performance and make recommendations for improvement.
- Travel throughout the United States as required to support customers and the sales organization.

Qualifications

- Proven sales leadership experience in manufacturing, industrial products, engineered components, or related industry.
- Experience managing both direct salespeople and independent manufacturers' representatives preferred.
- Knowledgeable with cold forming processes and screw machines.
- Strong business development and account management skills.
- Experience selling technical and custom-manufactured products to OEM customers.

- Ability to communicate effectively with purchasing, engineering, operations, and executive-level customers.
- Strong organizational, forecasting, and sales-management skills.
- Willingness to travel regularly throughout the U.S.
- Bachelor's degree or equivalent industry experience preferred.

Position Structure

This is a **hybrid position based in Rockford, Illinois**, combining office time with customer visits, sales-team management, and travel throughout the United States.

The Senior Level Sales will have responsibility for sales across both **Slidematic Precision Components and Seward Screw, LLC**, providing customers access to a broad range of precision and custom manufacturing capabilities.

We are looking for a hands-on sales leader who can **build relationships, develop opportunities, lead a national sales team, and turn technical manufacturing capabilities into profitable long-term business.**

Interested Candidates

For additional information or to apply, please contact:

Jennifer Sandor

Email: jsandor@slidematic.com