



Apply Your Experience to Your Success!

**How You Can Profit From Your Experience
As A Sales Representative For
Schaeffer Manufacturing Company**



Team Schaeffer: Manufacturing Satisfaction Since 1839

Schaeffer Manufacturing Company is the oldest lubricant company in North America. Founded in 1839, this family-owned company provided grease to lubricate the wagons on their quest to settle the West.

Today, from multi-million-dollar shovels in Siberia to million-mile over-the-road truck engines, Schaeffer products boost our customers' bottom line profits in the agriculture, construction, trucking and mining industries.

Are you an aggressive, hard-working self starter who's been working for someone else for years and have reached a stage where you're ready to expand your career potential? If so, a position as Independent Sales Representative for Schaeffer might be just what you're looking for.





At Schaeffer, You're In Business For Yourself, But Not By Yourself

Schaeffer believes in the principle of commissioned sales representatives, who tend to be more focused, more entrepreneurial and have a higher income potential in the long term. Our commissions are among the best in the lubrication industry and are paid every two weeks on shipped customer volume. Bonuses are paid monthly and annually. In addition, Schaeffer offers competitive benefits packages and rewards incentives for top-performing sales representatives





The Best Support And Training In The Industry

Schaeffler's Four-Step Training Method is designed to take new sales representatives – with no contacts and no knowledge of the industry – and turn them into experts in a relatively short time. Other training programs include:

- **The Total Immersion Training School** – A one-week intensive course designed to help sales reps get off to a fast start in their sales career.
- **PHASE 2** – An expansion course offered to qualified sales reps after 9 months.
- **TIAP (Total Immersion Application Program)** – A one-year mentoring program for newer producers on the move.
- **CLS Certification Class** – An advanced program for sales reps seeking certification by the Society of Tribologists & Lubrication Engineers.

We also provide paid training, regional sales leads, technical support, marketing tools and more.



Markets: Who Uses Schaeffer Products?

Schaeffer's oil and lubricant products have found a great deal of success throughout a broad range of markets. Because our products have been so successful in so many applications, our sales representatives enjoy a near-limitless territory in which to sell.

**Food Plants · Agribusiness · Trucking & Transportation
Construction · Asphalt & Paving · Industry · Municipalities
Machining · Mining Operations · Fuel Suppliers/Jobbers
Automotive & Marine · Retailers & More!**





Sales Tools That Give Our Reps The Edge Over The Competition

Communicating the value and performance of Schaeffler products is the primary task of every sales associate. Extended service intervals, energy savings, longer equipment life, less downtime, and labor savings all result from using Schaeffler's superior-quality lubricants. Our professionally-produced literature and videos help end users see the difference and calculate their own savings. Our motto, "It's not the price to buy... but the cost to use" is at the heart of our sales philosophy.

