

Doug Schaffer

Manager, Sales and Purchasing Dept, OTSCON, INC.

Specialties

Automotive OEM Sales Professional

Experience

Senior Department Manager: Business Planning at OTSCON, INC.

February 1998 - Present (17 years 11 months)

Strategic Sales and Procurement to increase market share while maintaining cost competitiveness.

Program Manager at Gentex Corporation

November 1996 - January 1998 (1 year 3 months)

Program Manager: Asian Accounts

Account Manager at Prince Corporation / Johnson Controls

April 1995 - December 1996 (1 year 9 months)

Sales Development for Nissan related business: International Business Team.

International Liaison/Sr. Cost Estimator at Alcoa Fujikura, Ltd.

1987 - 1995 (8 years)

Relationship Development with Japanese transplant customers, Cost Estimation and Sales Support for Automotive wiring systems.

Advanced Process Engineer at 3M

1984 - 1987 (3 years)

Electronic product Manufacturing and Process Development.

Skills & Expertise

Sales

International Business

Sales Management

Automotive

Manufacturing

New Business Development

Procurement

Business Planning

Cross-functional Team Leadership

Supply Chain Management

Sales Operations

Education

Middle Tennessee State University

M.B.A., Finance, 1991 - 1994

University of Missouri-Columbia

B.S., Industrial Engineering, 1979 - 1984

Activities and Societies: Foreign exchange student (Tokyo, Japan)

Sophia University

1981 - 1982

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[Contact Doug on LinkedIn](#)