

REINHOLD ZEHNTER

SKF Group Product Line Manager DGBB & SABB

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EXPERIENCE

PLM DGBB & SABB

SKF Group

📅 January 2017 – Ongoing 📍 Schweinfurt, Germany

- Definition of DGBB PL strategy based on value chain alignment around strategic customer-/market opportunities
- ASO cost down initiatives "design to cost" for high volume demand and industry leading customers
- Change management in engineering, manufacturing and purchasing
- Implementation drive of OIP

President of PEER Bearing

PEER Bearing Company and later PEER Group of Companies

📅 Oct 2011 – Dec 2016 📍 Chicago, IL

- Strengthening PEER business model and customer offering based on eng. capabilities in agri and debris exclusion appls. – <http://www.peerbearing.com/about-peer-bearing.html>
- Oversaw engineering, finance, IT, customer service, HR, Q, PLM, BD, sales

Associate professor at University of Schweinfurt Marketing & Product Development

Partner bhs Consultancy

📅 2008 – 2011 📍 Schweinfurt, Germany

VP Sales & Country President PL, CZ, SK, S, N, A, CH

Rodenstock GmbH

📅 2004 – 2008 📍 Munich and Europe

Director European distribution and director global GAM

FAG AG

📅 2000 – 2004 📍 Schweinfurt, Germany

Director Sales Container- and Bridge Cranes

Preussag Noell AG

📅 1996 – 2000 📍 Würzburg, Germany

Manager Sales and Engineering

FAG Interamericana

📅 1992 – 1996 Miami, FL 📍 1990 – 1992 Trainee in Schweinfurt

Sales Engineer hydraulics

Linde AG

📅 1987 – 1990 📍 Aschaffenburg, Germany

LIFE PHILOSOPHY

"As soon as you believe to be someone, you stop to become someone."

MOST PROUD OF



Courage I had

Move to Miami and work in Central and South America to change distribution driven model to engineering approach



Eagerness to learn



Broad business experience

Industrial-, Investment- and Consumer Goods

Openness and respect

Professional as well as personal and cultural

STRENGTHS

openness and curiosity, as well as respect

Persuasive

Motivator & Leader

bearings

sales management

Product Management & Marketing

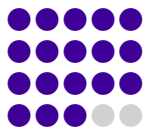
LANGUAGES

English

Spanish

German

French



EDUCATION

Dipl.Ing.(FH) Mech. Engineering

University of Schweinfurt

📅 Sept 1983 – June 1987