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Note to editors: Link to high res photo and picture caption follow news release text.

Beckhoff USA Appoints Jacob Schieffer as Central Regional Sales Manager

Schieffer will oversee sales development with new and longstanding Beckhoff customers across the Midwest

SAVAGE, Minnesota, February 20, 2020 – Jacob Schieffer recently joined Beckhoff Automation LLC as Central Regional Sales Manager. Based at the subsidiary's headquarters in the Minneapolis area, Schieffer will oversee sales development of new and longstanding customers throughout the Midwest, covering all key automation markets and centers of innovation. He joins Graham Harris, East Regional Sales Manager, and Joe Martin, West Regional Sales Manager, in leading skilled teams of sales and applications engineers across the U.S.

The manufacturing and automation landscape throughout the central region is familiar to Schieffer. Earlier in his career, he worked in sales and engineering roles for Rockwell Automation, and then he became district sales manager – services for a division of WESCO Distribution. Most recently, Schieffer served as district sales manager for Kaman Automation, Kaman Distribution's automation platform, where he led a successful sales team and focused on personnel coaching, development and innovative organizational strategy.

“We are incredibly excited to bring Jacob Schieffer on board at Beckhoff USA. His wealth of business knowledge and valuable experience with advanced automation technologies makes him the perfect choice to lead this

region into a new level of success,” said Kevin Barker, President of Beckhoff Automation LLC. “Considering our rapid growth in market share and personnel, this move is necessary to ensure the same level of dedicated, focused service for all customers.”

Schieffer earned a Bachelor of Science in Mechanical Engineering from the University of Wisconsin–Madison. He also holds an MBA from the University of Nebraska–Lincoln.

[Beckhoff USA](#)

Link to high res photo:

https://download.beckhoff.com/download/press/2020/NorthAmerica/Jake_Schieffer_Beckhoff_Automation_LLC.zip

Press picture:



Picture caption:

Jacob Schieffer, Central Regional Sales Manager for Beckhoff Automation LLC.

Beckhoff Automation is a provider of advanced and open automation solutions based upon proven technologies for customers to implement high performance control systems faster and at a lower overall cost than traditional PLC and motion control systems. Beckhoff's "New Automation Technology" product range includes PC-based control, Industrial PCs, automation controllers, operator interfaces, I/O, servo drives and motors. With representation in more than 60 countries, Beckhoff is well-positioned to provide global sales and service to its customers. Beckhoff sales and service

are handled directly, with no intermediaries involved for exceptional customer service and consultation.

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Please send questions regarding “Beckhoff USA Central Regional Sales Manager Jacob Schieffer” to:

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