

Sales Executive Council (SEC)

Join sales leaders from Original Equipment (OE) suppliers and have the opportunity to directly query OEM representatives, get insights into automotive sales volumes and trends, receive sales training and advice from experts, network with industry peers and clients, and discuss the latest sales strategies. This council is one of the largest OE councils and is known for its candid roundtable discussions.

Discussion Topics



Automotive Forecast



Presentations From OEM
Purchasing Senior Executives



Terms and Conditions -
Negotiation Strategies



Cost Model Applications



Mobility Trends Impacting the
Automotive Supply Chain



Washington, D.C. Update: Trade,
Tariffs, Tax Reform, CAFE



North American Automotive OEM
- Supplier Working Relations
Index with PPI

Council Benefits

- Networking with OEMs and Suppliers
- Recurring meetings that foster discussions among executives
- Gain confidence, clarity, and long-term success support
- Timely and relevant topics discussed during meetings
- Glean best practices from peers through roundtable talks
- Ability to request surveys on topics relevant to your role



Learn more by contacting:

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