

Regional Account Manager (Field Sales) – Northeast US

Reports To: Eastern Region Sales Director

Job Summary: *This is an excellent opportunity for the right candidate to take over a well-established, yet potentially rich territory which is ranked in the top echelon of the organization.*

The Regional Account Manager reports to the Eastern Region Sales Director and directs territory activities in Western PA, NY, NJ and all of New England. The Regional Manager's performance has a significant impact on the company, affecting both profitability and strategic positioning. Development of key target accounts and new sales is a must. The RAM consults for and recommends specific tooling and machinery to fit customer needs helping to establish long and short-term sales strategies in alignment with approved marketing strategies of Salem.

Key industrial applications include cutting, grinding and precision polishing of all glass types, precision optics, plastics, acrylics, metals and many other materials with brittle surfaces. An industrial sales background is needed.

DUTIES AND RESPONSIBILITIES INCLUDE:

- Develop, manage, and attain the annual sales goals and gross margin plans.
- Develop and execute strategic plans for Salem ensuring goals and objectives support the corporate strategic and business plans.
- Prepare weekly and monthly sales reports as well as quarterly account review status.
- Communicate powerfully and persuasively using various styles and effectively address different needs and audiences.
- Ability to develop rapport with customer management and maintain strong working relationships.
- Successfully manage customer expectations.
- Promote excellence by providing superior technical service to each customer.
- Excellent multi-tasking skills. Prioritize and perform a variety of concurrent tasks within the assigned territory.
- Embrace the ESOP Culture.
- Adhere to all company safety policies and procedures.
- Follow the Entrepreneurial Operating System (EOS) as the way we conduct business at Salem.

This job description is not intended as a complete list of all job duties. The incumbent may be required to perform other duties and tasks.

REQUIREMENTS:

- **Experience in the flat glass or glass related industries a plus.**
- Expert problem-solver. Sorts through complex issues and conducts comparative analysis of multiple solutions in solving technical product issues. Has an ability to assist customers in making decisions.
- Has had good career stability.
- Excellent driving record. Must be able to travel to customer locations, trade shows and other events as requested.
- 30-50% overnight travel required depending on location.
- Spanish speaking a plus.
- BA/BS required or industry experience equivalent.
- 5 Years of experience in:
 - One or more of the industries we service (listed above)

GO BEYOND THE EDGE

NORTH CAROLINA – HQ

5901 Gun Club Road
Winston-Salem, NC 27103
Office: 800.234.1982 | 336.766.1104

CALIFORNIA

10125 Shoemaker Avenue
Santa Fe Springs, CA 90670
Office: 800.445.6339 | 562.944.6155

PENNSYLVANIA

2330 Greensburg Road
New Kensington, PA 15068
Office: 724.212.3749

WASHINGTON

3801 NE 109th Ave, Suite C
Vancouver, WA 98682
Office: 360.993.5644

ONTARIO – CANADA

Greater Toronto Area
Office: 844.858.7444
www.SalemFTG.com



- Customer service.

MUST HAVE THESE CORE VALUES TO BE CONSIDERED AS A POTENTIAL OWNER:

- **Customer Focused**
- **Accountable**
- **Do the Right Thing**
- **Hungry for Achievement**
- **Humbly Confident**

This job description is intended to provide general information about the position. It is not an employment contract. As with all positions, the responsibilities, duties, and requirements of this job may change. The company, in its discretion, may alter this job description at any time with or without notice.

If you have an interest in this position, please submit your resume to hr@salemftg.com.

Salem Fabrication Technologies Group, Inc. is an Equal Opportunity Employer.

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