

## **Regional Account Manager (Field Sales– Mid-Atlantic MD, VA, NC, TN)**

### **Reports To: East Coast Sales Director**

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

The Regional Account Manager reports to the East Coast Sales Director and directs territory activities throughout MD, VA, NC, TN and possibly other adjacent states/area. Ideal candidate location would fit best in North Carolina due to the proximity to the NC home office. The Regional Account Manager's (RAM) 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 Regional Account Manager 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, stone/granite, and many other materials with brittle surfaces. An industrial sales background is needed. **Glass fabrication industry knowledge huge plus.**

### **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.
- Communicates powerfully and persuasively using various styles and effectively addresses different needs and audiences.
- Ability to develop rapport with customer management and maintain strong working relationships.
- Successfully manages customer expectations.
- Promote excellence by providing superior technical service to each customer.
- Excellent multi-tasking skills. Prioritizes and performs a variety of concurrent tasks within the assigned territory.
- Embrace the ESOP Culture.
- Abide by Salem's safety policies and procedures.
- Follow the Entrepreneurial Operating System (EOS) as the way we do 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.

**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](http://www.SalemFTG.com)

**REQUIREMENTS:**

- **Experience in the glass fabrication industry is a huge 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.
- 50-60% overnight travel required.
- Spanish speaking a BIG plus.
- BA/BS required or industry experience equivalent.
- 2-3 Years of experience in customer service.

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.

To apply, send your resume to: [hr@salemftg.com](mailto:hr@salemftg.com)

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

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