



Regional Account Manager – Northeast US (Field Sales)

📍 Remote-based in Northeast US

Reports To: Eastern Region Sales Director

Territory: NY, NJ, CT, PA, MA, ME

Travel: 50–60% overnight travel required

Salary: \$75k base plus commissions

Total comp estimate \$85k – \$105k annually

About Salem Fabrication Technologies Group, Inc.

Salem Fabrication Technologies Group, Inc. (SFTG) is far more than a fabrication machinery and tooling distributor. With more than 90 years of industry experience, we bring unmatched product knowledge and process expertise to glass fabricators and glazing professionals across North America. Our guided approach equips customers for peak performance with quality tooling, material-handling equipment, supplies, and machinery solutions.

To serve a diverse and evolving market, SFTG operates through several specialized divisions: Salem Fabrication Supplies, providing essential production tooling and materials; HHH Equipment Resources, delivering innovative glass processing machinery backed by exceptional technical support; K&W Grinding, restoring and re-profiling diamond tooling for maximum life and performance; and Glass Machinery Locator, connecting buyers and sellers of pre-owned glass fabrication equipment for cost-effective expansion and upgrades.

With field experience, process expertise, and strong manufacturer partnerships, Salem sources only top-tier equipment and supplies — helping fabricators and glazing professionals edge ahead. As a **100% employee-owned**, American-based company, we foster a collaborative, safety-focused culture built on integrity, respect, and a shared commitment to innovation and continuous improvement — offering careers where every team member's contributions directly shape our growth and success.

About the Role

This is an excellent opportunity for a motivated sales professional to lead growth in an **established and strategically important region**. The **Regional Account Manager (RAM)** will manage accounts, identify new sales opportunities, and recommend tools and machinery that meet the evolving needs of fabricators in the **Northeast US**.

The RAM plays a key role in customer satisfaction, territory profitability, and brand reputation — all while contributing to our **ESOP culture** and aligning with our **Entrepreneurial Operating System (EOS)**.

Key Responsibilities

- Develop, manage, and achieve sales and gross margin goals in assigned territory
- Build strong relationships with new and existing customers, fabricators, and glaziers
- Provide technical consultation and recommend machinery/tooling based on customer needs
- Execute territory and account strategies that support corporate objectives
- Deliver weekly/monthly reports and quarterly account reviews
- Support and attend trade shows, demos, and training events
- Communicate with influence, professionalism, and customer focus

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



- Embrace and model Salem's ESOP values and safety standards
- Operate in alignment with Salem's EOS (Entrepreneurial Operating System)

Qualifications

- BA/BS degree or equivalent sales experience
- 2–3 years in industrial sales and customer service experience (glass industry is a big plus)
- Excellent communication, time management, and customer service skills
- Technically inclined with ability to troubleshoot and recommend solutions
- Strong career stability and proven performance history
- Valid driver's license and ability to travel overnight 50–60%
- Spanish language skills are a plus

Must Embody These Core Values

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

Additional Info

✦ This role involves regular travel, standing during demos or trade shows, and occasional lifting of equipment. Reasonable accommodation will be made.

✦ 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.

✉ **Apply now** by sending your resume to hr@salemftg.com
Salem FTG is an Equal Opportunity Employer.

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