



Regional Account Manager – South Central US (Field Sales)

01/13/26

• Based in Dallas, Texas and possible surrounding areas

Reports To: Western Region Sales Director

Territory: TX, LA, AR, OK, NM

Travel: 50–60% overnight travel required

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 machinery solutions, quality tooling, material-handling equipment and supplies.

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 a high-opportunity role managing one of Salem's **top-tier territories**. As the **Regional Account Manager (RAM)**, you will consult with customers across **Texas and the South Central US**, delivering technical sales solutions for Machinery and tooling used in cutting, grinding, and precision polishing of glass, and other brittle materials.

You will work autonomously but with strong support from internal teams and leadership -empowered to drive sales growth while living the values of a **100% employee-owned** company and our **Entrepreneurial Operating System (EOS)**.

Key Responsibilities

- Meet or exceed territory sales goals and margin targets
- Develop strategic plans for top accounts and new growth
- Manage the full sales cycle, from lead generation to closing
- Deliver technical product consultation and superior customer support
- Build long-term relationships based on service, trust, and technical excellence
- Stay up to date on industry trends, technologies, and competitors
- Prepare detailed sales reports and account planning documentation
- Represent Salem at trade shows and in-person demos
- Collaborate internally to support customer success and process improvement

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



- Promote and model safety, accountability, and team culture
- Embrace Salem's ESOP values and operate within Salem's EOS (Entrepreneurial Operating System)

Qualifications

- BA/BS or equivalent sales experience
- 3+ years in industrial or B2B sales (glass/stone industries strongly preferred)
- Proven success in capital equipment or heavy machinery sales
- Experience selling into fabrication, manufacturing, or production environments
- Excellent interpersonal, technical, and consultative sales skills
- Excellent negotiation, relationship-building, and organizational skills
- Strong career history and stable work background
- Valid driver's license; 50–60% overnight travel
- Spanish fluency a plus

Salem 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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