



Glass • Stone • Precision • Optical

Regional Account Manager (Field Sales)

Salem Distributing Company, Inc. a 100% Employee Owned Company and prominent manufacturers representative of fabricating equipment and consumable supplies is seeking a Sales Representative for the Central/Mid-eastern region (Central and Eastern PA, Northern NJ and NY.)

Salem has a support staff of 48 employee owners located at our corporate office in a 50,000-square-foot facility in Winston-Salem, North Carolina with a sales staff strategically located throughout the United States and Canada. Warehouses are maintained in Los Angeles, California; Toronto, Canada and Winston-Salem, North Carolina.

Salem successfully serves four distinct industries: Glass, Stone , Precision and Optical

- Architectural, commercial and residential glass
- Marble and granite for commercial and residential applications
- Precision polishing applications for high end optics
- Ophthalmic applications primarily for eyeglasses

This complex relationship of industries, materials and applications has served to build a vast wealth of product and process knowledge unique to a single company.

Job Summary:

Regional Account Manager reports to the VP of Sales and Marketing and directs territory activities in the Central/Mid-eastern region (central and eastern PA, Northern NJ and NY.) The Regional Managers 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 Corporate goals.

Responsibilities:

- Expand and manage territory to attain annual sales goals
- Create and execute strategic plans in accord with Corporate goals and objectives
- Prepare weekly and monthly sales reports as well as quarterly account reviews
- Communicate effectively to successfully address the needs of diverse audiences
- Develop rapport with customer management to maintain strong working relationship
- Successfully manage customer's expectations
- Promote customer confidence by providing superior technical service
- Utilize multi-tasking skills to perform a variety of concurrent tasks within the assigned territory

Requirements:

- Problem-solver: manage comparative analysis of multiple solutions in solving technical product issues
- Have the ability to assist customers in making decisions
- A history of career stability
- Excellent driving record
- Must be able to travel to customer locations, trade shows and other events as requested
- 50% overnight travel required
- BA/BS required or industry experience equivalent
- 5 Years of experience in one or more of the industries we service (listed above)
- Spanish speaking a plus

Please Send Cover Letter, Resume and Salary Requirements To: hr@salem-dist.com