

**Regional Account Manager (Field Sales – Southern California)
Territory – CA, AZ, CO**

Reports To: West Region Sales Director

***Vacancy due to an internal promotion.**

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 West Region Sales Director and directs territory activities throughout CA, AZ, and CO. Ideal candidate location would fit best in Southern California due to the proximity to the Santa Fe Springs 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, acrylic/polycarbonate, 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.

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

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 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

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

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