

Equipment Sales Director – East Region

Reports to: VP of Sales

Job Summary: Responsible for maximizing top-line capital equipment sales and developing machinery lines. The ideal candidate would reside in an appropriate area to handle east coast sales responsibilities [Pittsburgh (PA), Winston-Salem/Charlotte (NC), Atlanta (GA), Columbus (OH)]

Duties and Responsibilities Include the Following:

- Work with specific Regional Account Managers to identify, target, and implement strategies to secure new customers and place products with existing customers.
- Target customers and markets to achieve machinery sales goals.
- Meet and exceed an overall revenue goal.
- Develop a sales training program for Regional Account Managers.
- Participate in annual sales and marketing budget process
- Actively pursue customers for existing and new machinery lines.
- Initiate machine quoting process.
- Actively track machine opportunities through CRM system increasing the close ratio.
- Recommend machinery and tooling to fit customer needs, helping to establish long and short-term sales strategies in alignment with approved marketing strategies of Salem/HHH
- Identify and qualify customers for machine purchases to include MSA agreements.
- Work with machinery manufacturers to help develop new machines to suit the US market's needs.
- Attendance at appropriate trade shows is required.
- Work with the Sales & Service Team, Credit and Collections, and Warehouse employee-owners to ensure the timely flow of goods through the ordering process.
- Embrace the ESOP Culture.
- Travel required 40%-60%.
- Follow Salem's safety policies and procedures.

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.

Qualifications / Education – To be successful in this role you will need:

- A 4-year college degree is preferred or 5-7 years' experience in the glass industry or Capital Expenditure setting.
- Strong understanding of customer and market dynamics and requirements.
- Extensive experience in all aspects of Supplier Relationship Management.
- Proven leadership and ability to drive sales.

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
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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



- Demonstrated ability to interact and cooperate with all company employees.
- Must be able to travel to customer locations, trade shows and other events as requested.
- Bilingual (English/Spanish) abilities are a plus.
- Preferred locations: Pittsburgh (PA), Winston-Salem/Charlotte (NC), Atlanta (GA), Columbus (OH)

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.

If you have an interest in this position, please submit your resume to hr@salemftg.com.

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

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