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**Jacob Johnson joins Apogee Architectural Metals as vice president of sales  
for western and southern regions**

*– Strengthening customer relationships and expanding market presence for EFCO, Tubelite and Wausau Window brand products –*

Wausau, Wisconsin (March 2026) – Jacob Johnson joins Apogee Architectural Metals as vice president of sales for the western and southern regions. Jacob Johnson reports directly to company president Troy Johnson (no relation), and works closely with Jon Close, who continues in his role as vice president of sales. Jacob Johnson also serves as a core member of Apogee Architectural Metals’ leadership team assisting in shaping enterprise strategy, operating priorities and long-term growth decisions.

Leading the regional sales teams and associates, Jacob Johnson will focus on strengthening key customer relationships, while expanding geographic reach and market presence for EFCO, Tubelite and Wausau Window brand products.

“Jacob brings strong experience in the glazing industry, with a strong track record of driving growth in complex, multi-market environments,” said Troy Johnson.

For 15 years, Jacob Johnson worked at glazing contractor Harmon. Most recently, he served as vice president of operations for the western territory, where he led a multi-year expansion into the Southwest, establishing new operations in key markets and positioning the business for growth, as well as strengthening Harmon’s position in the Northwest and stability in the Midwest. Earlier in his career, he also worked with smaller glazing organizations in the western region.

Reporting to Jacob Johnson, Hanna Potthast serves as western regional sales manager and Jeff Fochs as south regional sales manager for Apogee Architectural Metals. Together, Apogee Architectural Metals’ sales team and representative agencies assist commercial architects, glazing contractors and building project teams with their selection and specification of high-quality, aluminum-framed storefront, curtain wall, entrances, windows and daylight control systems.

Learn more about Apogee Architectural Metals, its sales team, and its EFCO, Tubelite and Wausau Window brand products at <https://apogeearchmetals.com>.

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