



OUTSIDE SALES

At Gagne & Son, we are proud to be a leading provider of hardscape, masonry, and concrete solutions across Maine. To support our growth, we are seeking a dedicated and motivated Outside Sales Representative for our southern Maine Team. This role offers the opportunity to build strong client relationships, drive new business, and collaborate with a dynamic team in a fast-paced and innovative environment.

Role and Responsibilities

- **Client Relationship Management:** Build and maintain strong relationships with contractors, architects, landscape designers, and other key stakeholders to drive business growth.
- **Sales Development:** Proactively identify and pursue new business opportunities in the assigned territory through networking, referrals, industry events and cold calling.
- **Collaboration:** Work closely with the Marketing and Retail Teams to ensure a seamless customer experience from initial inquiry to post-sale support.
- **Market Analysis:** Monitor industry trends, competitor activities, and customer insights to optimize sales strategies and improve product offerings.
- **Product Knowledge:** Maintain a comprehensive understanding of our product offerings, including hardscape, masonry, and concrete solutions, to effectively address client needs and provide tailored recommendations.
- **Sales Presentations:** Conduct engaging product demonstrations and presentations that effectively communicate the benefits and applications of our products.
- **Sales Targets:** Consistently Achieve or exceed sales targets, providing regular updates to the sales team regarding sales performance.
- **Reporting:** Maintain detailed and accurate records of sales activities, customer interactions, and pipeline management for sales and forecasting.

Skills and Abilities

- Proven experience in outside sales, ideally in the hardscape, masonry, and concrete products and their applications.
- Experience with quoting or bidding jobs. Experience in quoting, bidding or



estimating jobs, with a focus on accurate cost projections and timelines.

- Account management or planning and estimating experience a plus.
- Strong communication, negotiation and interpersonal skills.
- Highly motivated with strong initiative and the ability to work independently and manage multiple projects effectively.
- Knowledge of construction processes, materials, and applications.
- Goal-oriented and results-driven mindset.
- Valid driver's license and insurable.
- Willingness to travel within the assigned territory as required to meet with customers and attend industry events.

COMPENSATION AND BENEFITS

- Competitive wage, dependent on experience.
- Excellent benefit package, including: employee health insurance (company pays 50% of the premium), dependent health insurance coverage (company pays 50+% of the premium), dental, STD, Life and AD&D insurance available, paid parental leave, paid holidays and PTO, 401(k) retirement program with 4% company match, and: wellness, boot, and tuition reimbursement.

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Employee discount
- Flexible spending account
- Health insurance
- Life insurance
- Paid time off
- Parental leave



- Referral program
- Tuition reimbursement