



D&G MACHINE PRODUCTS, INC.
50 Eisenhower Drive, Westbrook, Maine 04092, USA
(207)854.1500 * Fax (207)854.0726
www.dgmachine.com

EMPLOYMENT OPPORTUNITY

Position: Outside Sales Representative
Salary: Competitive based on experience
Location: This position is based out of our Westbrook, Maine location
Date Issued: September 26, 2022
Date Closed: Until Filled

D & G Machine Products, Inc., a Certified ISO 9001 & AS9100D Company with a Main Plant located in Westbrook and a Fabrication Plant located in Gorham, Maine, has been offering full-service Precision Machining, Fabrication, Painted and Assembled Machine Products for more than 50 Years.

D&G Machine supply's several Nationwide Industries that include: Aerospace, Computer Chip Production, Defense Contracts, Medical, Power Generation, and Maine's Paper Industry.

D&G Machine employees have the opportunity to advance within the company after receiving valuable experience, as proven with a majority of our engineers and managers being promoted from the shop floor.

D&G Machine is seeking a highly self-motivated individual who possesses a high level of sales aptitude, strong communication skills and a proven ability to close complex tailored-fit sales proposals to fill a full-time position of **Outside Sales Representative**.

Primary Responsibilities Include:

- Promotes/sells/secures orders from existing and prospective customers through a relationship-based approach.
- Develops and identifies opportunities to grow business with existing and new market segments.
- Establishes, develops, and maintains business relationships with current and prospective customers in the assigned territory/market segment to generate new business opportunities for the organization's services.
- Makes telephone calls, sets up in-person visits, provides facility tours and showcases company's capabilities through presentations to existing and prospective customers.
- Develops clear and effective written proposals/quotations for current and prospective customers.
- Operates as the point of contact for assigned accounts. Expedites the resolution of customer problems and complaints.
- Maintains detailed reports of sales activities including calls, orders, sales, lost business, and any customer or vendor relationship problems.



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- Supplies management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new services.
- Plans and organizes personal sales strategy by maximizing the Return on Time Investment for the territory/market segment.
- Attend industry trade shows and conventions to identify potential sales leads and make meaningful contacts.

Minimum Requirements:

- 2- or 4-year degree in a technical field or manufacturing trade.
- 3 – 5 years of sales, sales support, account, or project management experience
- Knowledge and experience with precision made components, fabrication and assemblies preferred.
- Long distance and occasional overnight travel required.
- Ability to effectively present information and respond to questions from groups of managers, customers, and the public.
- Must have demonstrated success in making sound decisions which could have a significant impact on the organization's credibility, operations, and services.
- Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists.
- Ability to interpret a variety of instructions furnished in written, oral, diagram or schedule form.
- Ability to calculate figures and amounts such as discounts, interest, commissions, pro rata, percentages, and volume and to apply basic accounting concepts.
- Ability to work in a fast-paced environment with quotas and goals.
- Must pass a post-employment offer drug screen and background check
- Full COVID-19 vaccination required.

A competitive salary and benefits package is offered, including:

- Medical Insurance
- Dental Insurance
- Vision Insurance
- Supplemental Insurance
- Short Term Disability (employer paid)
- Long Term Disability
- Group Life Insurance (employer paid)
- 401k with employer match
- Paid Time Off (PTO)
- 10 paid Holidays
- 15% Shift Differential
- Paid Tuition Reimbursement



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- And much more!

Interested candidates should forward a cover letter and resume to hr@dgmachine.com or mail to:

D&G Machine Products, Inc.
Attn: Human Resources
50 Eisenhower Drive
Westbrook, ME 04092

We strongly encourage women, minorities, individuals with disabilities and veterans to apply to all our job openings.

D & G Machine Products, Inc. provides Equal Employment Opportunities (EEO) and Affirmative Action (AA) practices to all employees and applicants for employment without regard to race, color, religious creed, sex, national origin, ancestry, citizenship status, pregnancy, childbirth, physical disability, mental and/or intellectual disability, age, military status or status as a Vietnam-era or special disabled veteran, marital status, registered domestic partner or civil union status, gender (including sex stereotyping and gender identity or expression), medical condition (including but not limited to, cancer related or HIV/AIDS related), genetic information or sexual orientation, or any other characteristic protected by applicable law. In addition to federal law requirements, D & G Machine Products, Inc. complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.