



F.W. WEBB COMPANY

Job Posting

Position Title: Customer Sales Specialist – Plumbing & Hydronics

Location: Portland, ME

Reports To: General Manager

Hiring Manager: Greg Thompson, GM

Pay Range: \$100,000 - \$120,000 annually

Position Summary

The Commercial Sales Specialist – Is responsible for developing and maintaining relationships with engineering firms, consulting engineers, mechanical contractors and FW Webb quoting groups. This role focuses on specification development, technical product support, and driving sales growth in commercial construction and retrofit markets.

Key Responsibilities

Engineering & Specification Development

- Call on engineering firms, consulting engineers and design professionals to promote and specify company plumbing and hydronic products.
- Provide technical product information, system design assistance, and application recommendations.
- Work with engineers during the design phase to ensure priority products are included in project specifications.
- Conduct product presentations, lunch-and-learns, and technical training sessions for engineering firms and contractors.
- Track projects through all stages: design, specification, bidding, and construction.

Internal Collaboration

- Work closely with FW Webb inside sales, estimating, and sales teams to support project quotations and order fulfillment.
- Provide feedback to management regarding market trends, competitor activity, and customer needs.

Qualifications

Education & Experience

- Bachelor's degree in **Engineering, Construction Management, Business**, or related field preferred.
- 3–7+ years of experience in **plumbing, hydronics, HVAC, or commercial construction sales**.
- Experience working with **engineering firms and design professionals** strongly preferred.