



OUTSIDE SALES REPRESENTATIVE BOSTON & MASSACHUSETTS

OTHER EAST COAST TERRITORIES CONSIDERED

August 26, 2026 | www.castironradiators.us

CastIronRadiators.us is seeking a motivated Outside Sales Representative to develop business throughout Boston and Massachusetts. This commission-based position offers uncapped earning potential, comprehensive training, and ongoing support.

RESPONSIBILITIES

- Develop new business throughout the assigned Boston and Massachusetts territory.
- Build relationships with homeowners, architects, interior designers, contractors, plumbers, developers, and other trade professionals.
- Identify prospective clients through networking, referrals, outreach, job-site visits, and industry events.
- Guide clients through bespoke product selection, measurements, specifications, finishes, quotations, and ordering.
- Conduct in-person meetings, presentations, and site visits as needed.
- Maintain consistent follow-up with prospects and clients throughout the sales process.
- Coordinate with our team to ensure accurate quotations, order processing, delivery, and customer satisfaction.
- Maintain organized records of leads, opportunities, communications, and sales activity.
- Represent the company professionally and provide exceptional customer service.
- Perform other sales-related duties as required or assigned.

REQUIREMENTS

- Self-motivated, dependable, and comfortable working independently in the field.
- Strong communication, relationship-building, and interpersonal skills.
- Ability to prospect, follow up consistently, and develop long-term client relationships.
- Excellent attention to detail and commitment to completing tasks.
- Ability to learn technical product information and explain it clearly to clients.
- Familiarity with the Boston and Massachusetts market.
- Experience in outside sales, home improvement, plumbing, heating, architecture, interior design, construction, or luxury home products is helpful but not required.
- Basic proficiency with email, spreadsheets, presentations, and customer-management tools.
- Reliable transportation for travel throughout the assigned territory.

COMPENSATION & SUPPORT

- Commission-based compensation with uncapped earning potential.
- Comprehensive product and sales training provided.
- Ongoing assistance with quotations, specifications, orders, and technical questions.
- Marketing materials, product information, and continued support provided to help you succeed.
- Flexible, independent territory-management opportunity.

ABOUT OUR COMPANY

CastIronRadiators.us specializes in bespoke cast-iron radiators inspired by British heritage design. We help homeowners and trade professionals select distinctive heating solutions that unite traditional craftsmanship, timeless character, and effective performance.

READY TO APPLY?

Send your resume or a brief introduction to
Subject line: "Boston Outside Sales Rep"

thomas.spanning@castironradiators.us

www.castironradiators.us