



Providing Peace of Mind Since 1932

Sales Representative – Minneapolis, MN

Who Are We: Garlock-French Roofing is a family-owned company built on craftsmanship, trust, and long-term relationships. For more than 90 years, we've earned our reputation as a premier roofing contractor by doing what's right for our customers — every time.

We believe great sales starts with listening, educating, and recommending solutions that genuinely serve the customer's best interests. Integrity isn't a talking point here; it's how we operate.

As a Sales Representative, you'll serve as the trusted advisor for our customers from the first conversation through project completion. You'll inspect roofs, educate customers on their options, prepare accurate estimates, and guide them to informed decisions with honesty, transparency and a customer first approach.

This role is ideal for someone who enjoys being in the field, building real relationships and succeeding by doing the right thing.

What You Will Do:

- Build and maintain strong relationships with customers, potential customers, vendors, and internal teams
- Manage the customer experience from initial inquiry through job completion and follow-up
- Ensure a smooth handoff from sales to the production team
- Represent Garlock-French professionally at all times
- Identify and pursue new sales opportunities through inbound leads, referrals, networking, and community events
- Develop and execute sales plans to meet or exceed annual goals
- Recommend roofing solutions that serve the customer's needs and budget
- Prepare accurate estimates and scopes of work
- Maintain strong product and service knowledge
- Maintain accurate and timely records in the CRM system

- Communicate with customers during installation and resolve concerns as needed
- Work closely with production teams, supervisors, and field crews
- Participate in pre-job discussions to align expectations
- Support a culture where Sales and Production work together toward a shared goal

What We Are Looking For:

- 2+ years of experience in sales
- Previous roofing industry sales experience is highly preferred
- Knowledge of roofing, masonry, siding, and gutters (or ability to learn quickly)
- Strong communication skills and a customer-first mindset
- Demonstrated integrity, professionalism and accountability
- Organized and able to manage multiple customer relationships
- Comfortable working outdoors and climbing ladders
- Valid driver's license and reliable transportation
- Basic computer skills and willingness to follow a proven sales process
- Previous Salesforce or CRM experience preferred

What We Offer:

- A values-driven company where integrity and customer trust matter
- We are committed to developing your talents through engaging work and on the job training
- Commission-based pay with a bi-weekly draw of \$1,000
- \$75,000 - \$300,000 annual potential
- Medical, dental and vision starting the first of the month after 60 days of employment
- 401k with employer match with no vesting schedule
- Life/AD&D and accident insurance

Candidates:

Please email resumes to: Michael Boarman at mboarman@garlock-french.com

Employment Status Requirements:

Garlock-French does not sponsor employment visas of any kind. As a pre-condition of employment, all applicants must be authorized to work in the United States.

