



R.A. Daffer Church Organs, INC.

ESTABLISHED 1977

10545 Guilford Road • Suite 106 • Jessup, MD 20794 • DafferOrgans.com

POSITION ANNOUNCEMENT

Church Organ Sales Representative

Philadelphia Market Area

R. A. Daffer Church Organs, Inc.

R. A. Daffer Church Organs, Inc., a leading provider of digital, hybrid, and pipe organ solutions throughout the Mid-Atlantic region, is seeking a Church Organ Sales Representative to develop and expand our presence in the Philadelphia metropolitan market.

This position is ideal for a motivated professional who understands church music, worship leadership, and consultative sales — and who desires to build long-term relationships within faith communities.

About R. A. Daffer Church Organs, Inc.

For decades, Daffer Church Organs, Inc. has served churches, institutions, individuals with:

- Digital organ design and installation
- Pipe organ refurbishment and rebuilding
- Hybrid organ systems
- Tonal consultation and acoustic design

Our reputation is built upon technical excellence, musical sensitivity, and enduring client relationships.

Position Overview

The Church Organ Sales Representative will be responsible for developing new sales opportunities, managing client relationships, and guiding congregations through the process of selecting and installing church organ instruments.

This is a consultative, relationship-driven position — not transactional retail sales.

Primary Responsibilities

- Develop and cultivate relationships with prospective customers
- Identify new business opportunities within assigned territory
- Conduct on-site consultations and tonal demonstrations
- Prepare proposals, specifications, and contracts of sale
- Coordinate with installation, tonal, and technical teams
- Represent the company at conferences, worship events, and professional gatherings
- Maintain accurate sales pipeline reporting
- Assist with marketing initiatives within the territory

Qualifications

Preferred candidates will have:

- Background in church music, organ performance, or liturgical ministry
- Knowledge of digital and/or pipe organs
- Experience in consultative or professional sales
- Strong written and verbal communication skills
- Ability to work independently while collaborating with a team
- Professional demeanor with clergy and institutional leadership
- Willingness to travel within the Philadelphia market area

A network within Catholic, mainline Protestant, or evangelical church communities is highly desirable.

Compensation

Compensation package includes:

- Competitive base salary or commission-based structure (negotiable based on experience)
- Performance incentives
- Travel reimbursement
- Opportunity for long-term growth within the organization

Why This Role Matters

The church organ remains one of the most powerful instruments in sacred music. This role allows you to:

- Shape worship experiences
- Preserve the organ tradition
- Strengthen musical excellence in churches
- Build meaningful relationships that last decades

To Apply

Interested candidates should submit:

- Resume
- Cover letter
- Brief statement outlining experience with church music or organ performance

Submit inquiries confidentially to:

R. A. Daffer Church Organs, Inc.
Steve McBride, Vice President
SMcBride@DafferOrgans.com