

The Trusted Source for Quality Systems

COMMERCIAL SALES SUPPORT SPECIALIST

Imtra Corporation is a leading importer and manufacturer of high-quality equipment for the Recreational and Commercial Marine, Energy and Transportation markets. We are actively looking to expand our support team that caters to our growing business in these sectors.

We are expanding our commercial sales group to accommodate recent company growth. We have an immediate opening for a **Commercial Sales Support Specialist** located in the area of our headquarters in **New Bedford, MA**. It may begin as a partial in-person (for training) and partially remote job during the pandemic.

Imtra's commercial sales group consists of several positions that work closely together as a team. The Commercial Sales Support Specialist is an individual role responsible for supporting customers, product managers and sales staff, with a focus on inside sales, customer advocacy and technical support activities.

Responsibilities

- The successful candidate will be part of a team that assists commercial customers with orders, applications, trouble shooting, and general questions about our products via telephone and email.
- Day to day support to commercial sales team and product managers.
- Quoting new systems and helping existing customer choose products to solve customer needs with focus on commercial customers and products.
- Provide after-sale technical support to commercial clients.
- Maintain the highest level of customer satisfaction and customer relations.
- This position requires cooperation with other individuals and departments, sourcing information from internal product managers and coordinating with product management and sales team to share customer needs, ensuring a smooth flow of information back to the customer.
- Support company's involvement in industry exhibitions.

Expected Skills

- Excellent communication skills (active listening, writing, speaking and telephone).
- Dedication to excellent customer service.
- Experience with marine industry and/or boating on at least a personal level.
- Strong and consistent organizational skills and able to manage multiple projects in parallel.

- Exhibit the ability to work with all departments in the company.
- Proven ability to manage conflict and resolve issues with a successful outcome.
- Able to handle calls and other communication associated with our business responsively, tactfully, and diplomatically.
- Patient and level-headed (even under stress) with a positive outlook and friendly demeanor.
- Must possess strong attention to detail and excellent time management.
- Proficiency with Microsoft Office and/or Office365 applications is required. Familiarity with Hubspot is a desired trait.
- A successful candidate will put their team members and customers first, and go beyond what is expected to achieve high satisfaction from customers and co-workers alike.

Our company is a significant operator in various markets, with an excellent reputation for quality products, outstanding sales support and unmatched customer service. We have a strong company culture where “fit” is critical in all hires. We look for self-starters with strong work ethics, a positive attitude and the understanding of how to have fun while working hard. Integrity, honesty and an inherent sense of accountability are expected traits. We are an inclusive and respectful work environment, and we seek team members from all backgrounds, genders, races and other demographics.

Compensation & Benefits

- Competitive Annual Salary
- Bonus
- Health Care and Dental with generous company contribution
- 401k Retirement Plan with company match
- Life and Long-Term Disability
- Vacation Policy

About IMTRA

Imtra Corporation is an importer and manufacturer of high-quality marine products, advanced LED solutions and integrated marine systems and is a key supplier to OEMs and the aftermarket. With nearly 70 years in the commercial and industrial marine markets, IMTRA has sales and support teams throughout North America. Product categories include Lighting, Thrusters, Stabilizers, Dynamic Trim Control Systems, Anchoring Systems, Wipers, Seating, Controls and other specialty products. In addition to our own proprietary products, IMTRA represents well-known international brands that include Sleipner (Side-Power), NorSap, Vimar, Lumishore, Lofrans, Muir, Exalto, Zipwake, Roca, Lilaas, Libra-Plast, Den Haan and more. www.imtra.com/about-imtra

Application Process

Please send resume to (no phone calls or drop-ins) resume@imtra.com