

The Trusted Source for Quality Systems

REGIONAL SALES MANAGER - CALIFORNIA

Imtra Corporation has a history of success in developing integrated systems, manufacturing quality products and providing uncompromising customer service for premium products to both recreational and commercial markets. The company is headquartered in New Bedford, MA and sells its own manufactured products, as well as, importing and distributing other manufacturer's premium products, primarily in the USA and Canada.

We have an immediate opening for a **Regional Sales Manager** located in the Southern California area.

As a member of the Sales team, the Regional Sales Manager will report directly to the Vice President of Sales. This position has a wide breadth of responsibilities associated with sales and technical service with a focus on always meeting our customers' needs.

The ideal candidate must be able to identify market opportunities by understanding customers' applications and translating their needs into products Imtra offers. The individual must possess the ability and willingness to present products at various levels within customer organizations (e.g., engineering, purchasing, sales, marketing, and production) and must be able to effectively close sales opportunities.

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. The successful candidate will be positive and energetic, must possess a sense of urgency and demonstrate a high level of professionalism when completing assigned tasks.

Responsibilities:

- Independently operate as a technical field salesperson for an assigned geographic region of responsibility on behalf of the Company and the products and brands it represents.
- Follow a strategy to successfully grow sales of the products represented with existing Original Equipment Manufacturers (OEMs), Aftermarket and Commercial customers in the marine industry.
- Conduct regular visits on prospects to grow business with customers in the assigned region.
- Provide technical information, as well as installation and application advice to customers.
- Determine all required specifications for equipment applications and produce quotations in response to customer requests.

- Ensure that customer requirements and expectations are met by providing sales and technical support in a professional and timely manner.
- Work in a team environment to fully utilize internal company assets (e.g. – Product Managers, Customer Service, Technical Experts, etc.), as well as, outside resources when responding to customer inquiries.
- Deliver regular, timely activity reports detailing customer visits and market conditions with a focus on opportunities for growth whether inside the immediate territory or, as they might impact other Imtra territories.
- The individual must possess the ability and willingness to present to naval architects/designers, purchasing, engineering, and vessel owners/operators.
- Collaborate with Imtra Product Managers on identifying potential new products either within or outside our current range to promote company growth.
- Travel both domestically and internationally, as needed.
- Attend and participate in industry trade shows, conferences, and product training meetings, as required.

Required Skills & Experience

- Five (5) years of marine sales and/or technical service experience
- Associate's or bachelor's degree
- Proficiency with Microsoft Office products
- Familiarity working with CRM systems (like Hubspot, Salesforce or similar)

Desired Qualifications & Core Competencies

- Secure, well-grounded individual who possesses integrity, honesty and strives for excellence in all endeavors.
- Excellent organizational, analytical, and problem-solving skills including the ability to actively seek root causes and solutions to customer problems.
- Ability to prioritize work and adhere to project completion deadlines.
- Active listener with excellent oral and written communication skills.
- Follow-up skills and attention to detail are crucial.
- A team player who can operate independently and effectively with peers, vendors, and customers
- Possesses strong technical sales and service skills, a strong work ethic and is highly resourceful.
- Positive communication skills.
- Teamwork and dedication to excellent customer service.
- Ability to handle multiple priorities simultaneously is essential.
- Continually develops product knowledge and understanding of various marine systems.

Compensation & Benefits

- Competitive Salary
- Bonus
- Health and Dental insurance with generous company contribution
- 401(k) retirement plan with company match
- Life, AD&D, Short-Term and Long-Term Disability
- Vacation Policy

About IMTRA

Imtra Corporation, based in New Bedford, Massachusetts, 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 over 69 years in the commercial and industrial marine markets, IMTRA has sales and support teams in 10 regions throughout North America. The company's extensive product knowledge is available to its customers through a renowned service department and professional customer service group. 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, Den Haan and more. www.imtra.com

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