

The Trusted Source for Quality Systems

About Imtra:

Imtra is an importer and manufacturer of high-quality marine products. Since 1952, we have provided quality solutions and products that meet the needs of our customers in commercial, industrial, and leisure marine energy and transportation settings.

Our employees are passionate about our culture, customers, and the future of Imtra. We pride ourselves on being 100% employee-owned, operating with integrity, and building long-lasting relationships with our customers and supply partners.

Each employee benefits from the ownership through earning company stock, year-end bonuses, and a voluntary 401(k) plan with a robust match. Imtra takes pride in offering employees and their families a diverse range of health and wellness programs.

Imtra's people-focused culture enables us to provide a comprehensive employee experience that allows each employee to achieve their full potential and thrive personally and professionally while enjoying their work.

About the Role:

Imtra is looking for Lighting Product Manager who will work closely with our sales team to provide solutions and product for application that meet customer needs. This role will provide education and expert technical support to internal and external stakeholders.

Responsibilities:

- Support customer facing teams with product support and quoting lighting projects.
- Work seamlessly across teams and stakeholders while maintaining deadlines and priorities
- Support customers and internal stakeholders to resolve and troubleshoot technical problems
- Gather and provide comprehensive information for the creation of marketing collateral and across digital markets that has impact

- Understand lighting product's value and features and clearly communicate them with knowledgeable insight to customers and sales teams
- Develop and inform product pricing to achieve strong market position
- Stay up-to-date and knowledgeable about market conditions, buyer personas, market trends, and competitive landscape to guide positioning and customer needs
- Interface with sourcing team to facilitate inventory turnover and product availability by reviewing and adjusting inventory levels and production schedules
- Test products and scenarios with the lighting technical support team
- Analyze and prepare short-term and long-term product sales forecasts and budgets
- Support sales teams during the selling process
- Attend industry exhibitions

Qualifications

- Ability to travel 20% of the time
- 3+ years of experience in product management, sales, or parallel experience
- Personal or professional experience in marine or similar industry
- Practical experience and knowledge of DC electrical systems
- Ability to write clearly, concisely and cohesively
- Can organize, prioritize, and delegate information to meet deadlines and customer needs
- Attention to detail and good problem-solving skills
- Excellent interpersonal skills and team-first mentality

IMTRA values a diverse workforce. We are committed to a culture of equality and inclusivity that fosters dialog, innovation, compassion, respect, and collaboration. All qualified applicants will receive consideration for employment regardless of race, ethnicity, age, religion, national origin, sex, sexual orientation, gender identity, veteran status, disability status, neurodiversity, or any other protected characteristic outlined by federal, state, or local laws.

To Apply, please submit your resume to resume@imtra.com