



PRODUCT MANAGER – Wiper Systems

{Brands: Decca, Exalto, Roca}

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, 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 a Product Manager for our established windshield wiper brands who will work closely with our sales team to provide solutions and product for applications that meet customer needs. This role will provide education and technical support to internal and external stakeholders.

This position is an onsite position at our headquarters in New Bedford, MA. A hybrid work program may be available once in-person training has been successfully completed.

Responsibilities

- Support customer facing teams with product support and quoting specific projects
- Collaborate across teams including sales, marketing, sourcing, and production
- Understand company's product value and features and clearly communicate them with knowledgeable insight to customers and sales teams
- Manage product pricing and positioning strategies
- Conduct competitive analysis and identify opportunities for product differentiation
- Analyze and prepare short-term and long-term product sales forecasts and budgets
- Attend certain industry exhibitions

Expected Skills

- Ability to travel domestically and internationally
- 3+ years of experience in product management, sales, or parallel experience
- Personal or professional experience in marine or similar industry
- Relative experience with 2D/3D CAD programs a bonus; ability to review windshield drawings from OEM boat builders and make wiper recommendations
- 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

Compensation & Benefits

- Competitive base salary
- Annual performance-based bonus
- Employee Stock Ownership Plan (ESOP)
- Health and dental insurance with substantial company contributions
- 401(k) plan with a generous company match
- Company-paid Life, AD&D, Short-Term, and Long-Term Disability insurance
- Paid vacation and personal time

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