



The Trusted Source for Quality Systems

Southeast Recreational Sales Manager

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's Recreational sales group consists of several positions that work closely together as a team. This position will work with our customers, product managers, sales staff and Senior Leadership while focusing on outside sales, customer advocacy and technical support. This is a position that requires travel and is based out of the Southeast of the country.

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 quotes in response to customer requests. Quoting new systems and helping existing customers choose products to solve customer needs with focus on commercial customers and products.
- Ensure that customer requirements and expectations are met by providing sales and technical support in a professional and timely manner.
- Assists recreational customers with orders, applications, trouble shooting, and general questions about our products via telephone and email.
- 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.
- Present products at various levels within customer organizations (e.g. engineering, purchasing, sales, marketing, production) to effectively close sales opportunities.
- Collaborate with Imtra Product Managers on identifying potential new products either within or outside our current range to promote company growth.
- Maintain the highest level of customer satisfaction and customer relations.
- Attend and participate in industry trade shows, conferences, and product training meetings, as required.
- Be a champion of Imtra's culture, values, and goals when engaging with internal and external stakeholders.

Qualifications:

- Associates degree required; Bachelor's degree preferred.
 - 3+ years of marine sales/technical service experience.
 - Marine background, including boating experience.
 - Proficiency with Microsoft Suite and ERP systems.
 - Ability to travel domestically and internationally.
 - Proficiency with Microsoft Office and/or Office365 applications is required. Familiarity with Hubspot is a desired trait.
 - Excellent communication skills (active listening, writing, speaking and telephone).
- Dedication to excellent customer service.
- Strong and consistent organizational skills and able to manage multiple projects in parallel.
 - 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.



- Must possess strong attention to detail and excellent time management.

Compensation & Benefits:

Competitive Salary

Annual Bonus

Employee Stock Ownership Plan

Health and Dental insurance with significant company contribution

401k retirement plan with generous company match

Company funded Life, AD&D, Short-Term and Long-Term Disability

Vacation

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