

## Regional Commercial Sales Manager – Gulf Coast

Imtra Corporation, a 100% employee-owned company, is a leading importer and manufacturer of premium equipment serving the Recreational and Commercial Marine, Energy, and Transportation industries. For over 70 years, we've built our reputation on delivering top-tier products, expert service, and trusted support to our partners across the country.

As we continue to grow, we're looking to add a **Regional Commercial Sales Manager** to our team. This position will be based along the **Gulf Coast** and play a key role in supporting and expanding our commercial presence in this important region.

### Responsibilities

- Conduct regular in-person visits with prospects, customers, operators, and other industry professionals including vessel and site visits along the Gulf Coast (minimum of three days per week on the road).
- Determine all required specifications for equipment applications and produce quotations in response to customer requests.
- Provide technical expertise and guidance on product installation and application to naval architects, designers, engineers, purchasing agents, and vessel owners/operators.
- Ensure that customer requirements and expectations are met by providing sales and technical support in a professional and timely manner.
- Appropriately manage an extended sales cycle from concept to build (often collaborating with other Imtra team members throughout the process) and successfully navigate the bidding process.
- Submit regular bi-weekly activity reports highlighting customer interactions, market conditions, and growth opportunities within and beyond the immediate territory.
- Independently generate leads and pursue new business opportunities in both existing and adjacent markets, including oil & gas, transportation, and land-based industries.
- Collaborate with Imtra Product Managers to identify and evaluate potential new products that align with customer needs and support company growth.
- 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.
- Represent Imtra as industry trade shows, conferences, training sessions, and related events.
- Travel domestically and internationally, as required.

### Key Traits for Success

- **Integrity & Excellence:** A secure, grounded professional who consistently demonstrates integrity, honesty, and a commitment to excellence in all responsibilities.
- **Detail-Oriented & Reliable:** Exceptional follow-through and attention to detail, ensuring tasks are completed accurately and on time.

- **Analytical Problem-Solver:** Strong organizational and analytical skills with the ability to identify root causes and develop effective solutions to customer issues.
- **Technical Proficiency:** Proven technical sales and service expertise, coupled with a strong work ethic and resourcefulness in dynamic environments.
- **Effective Communicator:** Active listener with outstanding verbal and written communication skills, able to clearly convey information across all levels.
- **Collaborative & Independent:** A true team player who thrives both independently and in collaboration with peers, vendors, and customers.
- **Qualifications:**
  - Bachelor's degree preferred.
  - 3–5 years of experience in marine sales and/or technical service required.
  - Proficient with Microsoft Office and Office 365 tools, including Teams and Excel.

#### **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 policy

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 a strong work ethic, a positive attitude, and the understanding of how to have fun while working hard. Integrity, honesty, and an inherent sense of accountability are essential traits. The successful candidate will be assertive and energetic, must possess a sense of urgency and demonstrate a high level of professionalism when completing assigned tasks.

#### **About IMTRA**

IMTRA, a 100% employee-owned company based in New Bedford, Massachusetts, is an importer and manufacturer of high-quality marine products, advanced LED solutions and integrated marine systems, as well as a key supplier to the OEM and aftermarket. With more than 70 years in the commercial, industrial, and marine markets, IMTRA has sales and support teams in 12 regions throughout North America. The company's extensive product knowledge is available to its customers through a renowned full-service department, a professional customer service group and an online [Learning Center](#). Product categories include Lighting, Thrusters, Stabilizers, Anchoring Systems, Wipers, Seating, Controls, Doors, Hatches,

Windows, Marine Insulation, and other specialty products. In addition to their own proprietary products, IMTRA represents well-known international brands that include Sleipner (Side-Power), Norsap, Vimar, Lumishore, BCM, Lofrans, Muir, Exalto, Decca, Roca, Zipwake, Lilaas, DHR, Tranberg, Libra, Beclawat, Isover (Saint-Gobain), Victron, and many more. [www.IMTRA.com/about-IMTRA.htm](http://www.IMTRA.com/about-IMTRA.htm)  
Imtra is an EOE that pledges to not discriminate against applicants based on race, color, religion, sex, national origin, age, disability, or genetic information.