imtra Bringing you the best.

Job Description
Department: Sales Manager – Gulf Coast
Reports To: Director of Recreational Sales
Direct Reports: None

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 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 team is made up of several highly collaborative roles that work closely together to support our customers and drive business growth. This position will partner with customers, Product Managers, Sales team members, and Senior Leadership, with a primary focus on outside sales, customer advocacy, and technical support.

This is a field-based position requiring regular travel throughout the region and will be based in the Gulf Coast. The ideal candidate will build strong customer relationships, provide knowledgeable product guidance, and serve as a trusted resource for both customers and internal teams.

Responsibilities:

- Manage and grow sales within an assigned geographic territory as an independent technical field sales representative.
- Develop and execute sales strategies to expand business with existing and prospective marine industry customers.
- Conduct regular customer visits, prospecting activities, and market development initiatives to identify new opportunities.
- Provide technical expertise on product specifications, installation requirements, applications, and system solutions.
- Assess customer needs, develop quotations, and recommend appropriate products and systems.

- Deliver responsive sales, technical, and customer support through in-person meetings, phone, and email communications.
- Collaborate with Product Management, Customer Service, and Technical Support to resolve customer challenges and support business growth.
- Present products and solutions to engineering, purchasing, production, and sales to advance and close opportunities.
- Submit territory activity reports, market intelligence, competitive information, and growth recommendations.
- Partner with Product Management to identify new product opportunities and support product development initiatives.
- Build and maintain strong customer relationships while ensuring high levels of customer satisfaction.
- Represent the company at industry trade shows, conferences, training events, and customer meetings.
- Promote company values, culture, and objectives in all customer-facing and internal interactions.

Qualifications:

- Associates degree required; bachelor's degree preferred.
- 3+ years of marine sales/technical service experience.
- Marine background, including boating experience.
- Ability to travel domestically and internationally.
- Proficiency with Microsoft Office and/or Office365 applications is required.
- Excellent communication skills (active listening, writing, speaking and telephone).
- Dedication to excellent customer service.
- 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 and Benefits Overview Pay Range

The pay range for this position is $75K – $110K annually, depending on skills, experience, qualifications, and geographic location. In addition to base pay, employees may be eligible for performance-based bonuses and/or other forms of variable compensation, depending on the position. Exact compensation will be determined based on individual experience, internal equity, and local market conditions.

Comprehensive Benefits

At IMTRA, we believe in taking care of our employees and their families. As an employee-owned company, we offer a competitive benefits package that supports your financial, professional, and personal well-being:

- Competitive Salary – Fair, market-based pay aligned with your skills and experience
- Annual Bonus Program – Rewarding individual and company performance

- Employee Stock Ownership Plan (ESOP) – Share directly in the company's long-term success
- We offer a technology stipend for cell phone and internet usage for this position
- Health, Dental & Vision Insurance – Comprehensive coverage with significant company contributions to keep premiums affordable
- 401(k) Retirement Plan – Generous company match to help you build long-term financial security
- Company-Funded Insurance – Life, AD&D, Short-Term Disability, and Long-Term Disability at no cost to you
- Paid Time Off (PTO) & Company Holidays
- Other Key Benefits – wellness programs, tuition reimbursement

We are committed to providing fair and competitive compensation along with benefits that help you and your family thrive.

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