

Job Title: OEM Sales Manager

Location: Bridgeport, CT

Job Type: Full-Time

Experience: 5-15 years

Overview:

Beckson is hiring for someone to join a rich tradition spanning over **70 years**, during which we've consistently delivered high-quality marine equipment and accessories. But it's not just about great products—it's about reliability when it matters most. Imagine your hand pump not failing during a storm, or your boat hook standing strong as you deftly dock. That's the Beckson value—products that won't let you down when you're out on the water. We even pioneered the use of plastics in marine pumps, including the world's first dependable, self-priming, all-plastic bilge pump.

We are seeking an experienced and motivated **OEM Sales Manager** to maintain and grow Beckson's market share in the OEM marine industry. This is a strategic, hands-on role for someone who can nurture existing accounts while aggressively pursuing new business and working with customers to develop custom product solutions.

Key Responsibilities:

- Maintain and grow existing OEM customer relationships and sales.
- Prospect and secure new OEM accounts to expand Beckson's market reach.
- Collaborate with OEM clients on custom product development to meet their needs.
- Prepare and present tailored sales proposals and product solutions.
- Work closely with the outside sales team to align strategies, share market insights, and coordinate sales efforts.
- Lead and support an administrative/order entry teammate, ensuring smooth and accurate processing of OEM orders.
- Partner with internal teams — including production, engineering, and customer service — to ensure product quality, timely delivery, and OEM satisfaction.
- Develop and implement strategies to grow Beckson's overall business, including identifying new opportunities, markets, and partnerships.
- Travel to client locations, industry events, and trade shows as needed
- Track sales activity, maintain customer information, and report on market trends.
- Other duties as assigned.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field
- 5+ years of experience in OEM sales, preferably in the marine or manufacturing industries
- Ability to travel overnight and adapt to a flexible schedule
- Strong verbal and written communication skills
- Proven track record of meeting or exceeding sales goals
- Coallaborative, proactive, and customer-focused mindset

Desirable Attributes:

- MS Office Suite experience
- Marine Distributor experience

About: In the 1950's, Beckson was founded to manufacture the first dependable, self-priming, all plastic bilge pumps. The use of plastics for Marine products was limited. Although the advantages of reduced weight, low maintenance, high impact strength, cost reduction and corrosion resistance were beginning to be recognized. By the 70's, Plastic had become "state-of-the-art" in our industry. Eliminating problems of electrolysis, corrosion, lubrication, maintenance, and annual repainting. Plastic also eliminated problems associated with thru-mounted metal parts which cause condensation, stain surfaces, and suffer from material deterioration of the metal.

Several years were needed to develop the technology to produce our line of Thirsty-Mate® hand pumps without the use of metal components. The Coast Guard Approved Model No. 519CG high capacity pump was built to meet the original specifications of Coast Guard regulation No. 519C. The specifications of this regulation were reduced when no hand lift pump other than Beckson's could pass test requirements. Thousands of Thirsty-Mate pumps are still valued by their original owners after years of dependable service.

People often ask how Beckson has been so innovative over so long a period of time. It's simple – we're a company of Boaters for Boaters. Most of us have had a lifelong involvement using boats. Beckson means personal interest in boating, personal involvement, personal experience, and personal reputation. For over 40 years we have collaborated with material manufacturers to develop materials that will withstand the harsh marine environment. We were among the first to introduce molded and rigid PVC, Korad®, Rovel® and other specially manufactured materials to the marine marketplace; continuing a Beckson tradition of providing our customers and with products manufactured today using materials of tomorrow.

Beckson products have become the standard by which other marine parts are measured. Continuous testing, refinement, and development are the hallmarks of Beckson. Our customer's confidence has enabled us to complete over 40 years of apprenticeship, and with their valued support, we continue to improve our products and provide personal service and exceptional quality at affordable prices.