

Job Description

We are seeking a Sales and Purchasing Associate with a passion for marine electronics to join our team at CWR Distribution's Bayville, NJ location. As a leading wholesale distributor specializing in marine electronics and boating accessories, we rely on associates who understand the marine industry and can bridge the gap between our vendors, customers, and internal sales team. In this full-time, in-person role, you'll manage product lines for assigned vendors, place purchase orders, provide timely quotes, and support our Outside Sales and Customer Service teams - all while staying close to the products and brands that keep boaters on the water. If you have experience or familiarity with marine electronics, installation standards, or certifications like ABYC, NMEA, or RV-C, and you're looking to grow with a company that specializes in this space, we'd love to hear from you.

- Add & manage products for assigned vendors to necessary platforms, review and assess product lines regularly to ensure products are performing as expected
- Maintain & build professional working relationships with assigned vendors and customers. Meet with vendors and customers face to face when necessary. Respond to any and all requests with professionalism and in a timely manner.
- Assist Outside Sales and Customer Service teams with new products or questions with current product lines. Provide relevant and timely seasonal and new product launch marketing suggestions to the marketing team.
- Place purchase orders as needed, meeting freight minimums and taking advantage of special deals/promotions whenever possible.
- Provide quotes for new and existing customers in a timely and professional manner.
- Maintain purchase order lead times based on vendor-provided estimates.
- Remain active in the online Sales Chat and answer sales calls in a professional manner.
- Use time keeping system daily to accurately show time worked and request PTO.
- Attend trade events as requested.
- Understand regional differences in market cyclicity and product demand.
- Work with Sales and Purchasing Manager and Sales and Purchasing team to accomplish any daily or coordinated projects.
- Attend Sales and Purchasing team meetings as scheduled.

- Experience and familiarity with marine products, standards, and electronics installation is desired. ABYC, NMEA, and/or RV-C certifications are a plus.
- Other duties and responsibilities as requested.

Benefits:

401(k)

401(k) contributions up to 5% - paid regardless of your own contributions.

Dental & Vision insurance

Health insurance – 90% Paid by Employer

Health savings account (HSA) \$750 - \$1,500 paid by CWR Annually

Life insurance

Paid time off – 80 Hours to start, up to 176 hours annually based on tenure.

Professional development assistance

Relocation assistance

Additional Criteria

This position requires full-time, in-person work at our Bayville, NJ location.

Prior experience with marine electronics, boating accessories, or the marine industry is highly preferred.

Certifications: ABYC, NMEA, or RV-C preferred.

Experience in a wholesale distribution, purchasing, or B2B sales environment preferred

Experience using online chat systems and answering phone calls as part of your daily sales support duties preferred

Ability to attend occasional trade events, which may require travel