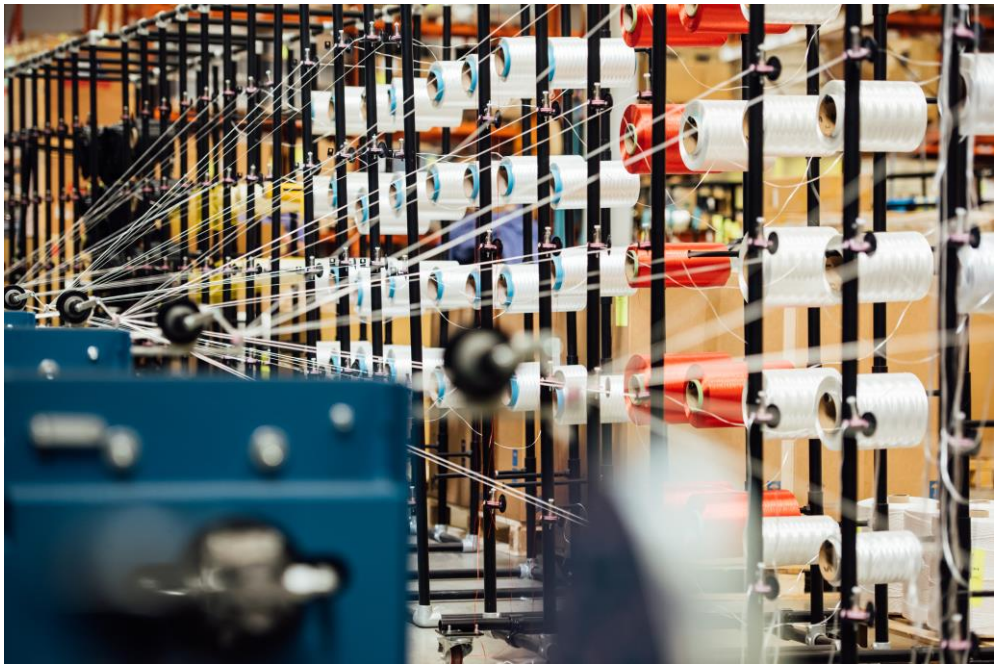
Leisure Marine Sales Executive USA

Location: Plymouth, MA
Employment Type: Permanent, Full-time. Office-based with 30–50% territory travel

If you know your way around a boat, understand what makes a great rope, and love the idea of building something real – this could be the role you've been waiting for. Marlow Ropes USA is looking for a passionate and driven Sales Executive to join our Leisure Marine team, representing one of the world's most trusted sailing rope brands across the US market.

Role Overview: Working within our small, ambitious US team and reporting to the Marine Sales Manager, Americas, you will own your territory and be the face of Marlow to a network of boatyards, riggers, sailmakers, chandleries, dealers, and boat builders. This is a quota carrying sales role: growing sales with existing accounts and opening new ones, with a sharp focus on both the racing/performance and cruising/bluewater rope categories. You will also be developing sales of Cyclops Load Sensors range as a distributed brand within your defined market.

This is primarily an office-based role at our Plymouth, MA headquarters, with travel of 30–50% depending on season and sales priorities – including some weekend travel at peak show and regatta periods. Proximity to Plymouth, MA is essential.



Key Responsibilities:

- Managing and growing a portfolio of existing dealer accounts across boatyards, riggers, dealers, sailmakers, chandleries, and boat builders.
- Hunting and converting new dealer accounts where Marlow is not yet the name on the spool.
- Selling Marlow's full leisure marine rope range – racing/performance and cruising/bluewater and Cyclops Load Sensors.
- Working with the Sales Manager to develop sales strategies, forecasts, and stock profiles.
- Delivering product and technical training to help dealers sell and specify Marlow products with confidence.
- Representing Marlow at key industry shows – Annapolis Boat Show, SAIL Expo, Pacific Sail & Power Boat Show, and others across the territory.
- Feeding market intelligence back to the team – competitor activity, new product opportunities, and customer insight from the water up.

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The Person:

You will be enthusiastic and passionate, with the empathy, credibility, and tenacity to thrive in a relationship-led sales environment. Above all, you'll be a sailor – someone who can talk to a rigger, a sailmaker, or a race team with genuine authority and shared passion. We're looking for someone who brings:

- Active sailing experience – you can discuss all aspects of the sport with your customers from a place of genuine passion & knowledge.
- Proven field sales or account management experience, ideally within the marine, outdoor, or specialist technical sectors.
- A hunter's instinct – you love opening new doors as much as nurturing existing relationships.
- A track record of meeting and exceeding sales targets with a competitive mindset in a team environment.
- An existing network within the US sailing trade – boatyards, riggers, dealers, sailmakers, or chandleries – would be a significant advantage.
- Strong communication, presentation, and organisational skills – you can manage your own schedule, sales plan, and CRM without question.
- Willing and able to travel 30–50% domestically and internationally, including occasional weekend travel for shows and regattas.
- A clean driver's licence and commutable distance to our Plymouth, MA office.
- Computer literate with experience in Microsoft Office; comfortable with CRM tools.

What We Offer:

- Base salary commensurate with experience, plus a quarterly bonus paid in line with sales target achievement.
- 10 days vacation per year plus 5 days PTO.
- 401k and Health Plan available after 3 months.
- Mobile phone, laptop, and business mileage reimbursement.

The Location:

Our US office is located at Cordage Park, Plymouth, MA – the historic waterfront site of the Plymouth Cordage Company, once the world's largest rope manufacturer. It's a fitting home for a company with Marlow's heritage, situated 40 minutes south of Boston with easy access to MA Route 3. If you're going to sell the world's finest sailing ropes, there are worse places to do it from.

About Us:

Marlow Ropes Ltd has over 200 years of history, still manufacturing on the same site in Hailsham, UK and recognised globally for quality, performance, and innovation. Our ropes are found on race winners, round-the-world cruisers, and everything in between – from the Vendée Globe to the America's Cup.

Marlow USA was established in 2013 and is growing rapidly. We're a small team with a start-up energy, backed by the strength and credibility of a global brand. Team members here have real influence over the rate and direction of our growth – and over how their own roles evolve as it happens. If you want to build something meaningful, this is the place to do it.

How to Apply:

Please send your resume and a covering letter telling us about your sailing background and why Marlow is the right next move for you to **careers@marlowropes.com.** Applications without a cover letter will not be considered – we want to hear your story, not just your work history.

Candidates must be based within commutable distance of Plymouth, MA and have the right to work in the United States. Marlow Ropes USA is an equal opportunities employer.