



Who are we?

Established in 1983, privately-held Pacific Market International (PMI) designs, manufactures and markets innovative food and beverage solutions designed for busy lifestyles. Our brands in the marketplace are Stanley, Aladdin, Migo, and Slant Collections. PMI is headquartered in Downtown Seattle. We also have offices around the world in Shanghai & Shenzhen, China; Rio de Janeiro & Manaus, Brazil; Manila, Philippines; Amsterdam, The Netherlands; and San Francisco & Bentonville, USA. More information can be found at www.pmi-worldwide.com. Thanks for checking out our full-time Senior Manager, Product Development role.

Position Overview – San Francisco Office

As the Senior Manager, Product Development for Fashion Brands you have a passion for product and manufacturing. You are instrumental in managing sourcing and product development projects to deliver on and support the sales plan. You have a vast knowledge of product and material manufacturing processes, specifically ceramic, glass, stainless, and plastic and a strong grasp on brand channel objectives. You are a leader who is equally as passionate about the retail market as you are about the development and manufacturing process. You are tactical, technical, act with a sense of urgency, and are a leader who works well with different types of people from varying departments and needs.

You'll:

- Act as a conduit to the Shenzhen Sourcing Team and Brand Management and Design team. Provide direction to Shenzhen Sourcing Team to continually innovate, and source new categories, items, techniques, and develop new material and finishes for Aladdin, Slant, and Private Label.
- Manage timelines, prioritize projects and communicate sourcing/development strategies for the SZ Sourcing Team. Act as conduit for Brand Management and Design.
- Responsible for requesting, negotiating and communicating costs, including first costs, tooling costs, and set-up and sample fees. Negotiate costs continually to ensure we are cost competitive in all markets.
- Manage the sample process for prototyping, pre-development items, swatches, sourced items and show developments.
- Request, negotiate, and communicate costs to ensure we are cost competitive in all markets.
- Be responsible for investigating and protecting against patent infringement and processing patent applications when applicable.
- Be responsible for communication to the Brand Management and Design Team on all information regarding production parameters, die-lines, and price constraints.
- Provide the Shenzhen Sourcing Team continuous feedback and insight into the US retail market trends, retail pricing, and key market segments.
- Coach and manage 2 – 3 direct reports and travel both domestically and internally.
- Work in Agile to manage product information, create and maintain SOP, workflow processes, Master Copy Grids, die-lines, Master Materials and Decorating Guidelines, Pre-Dev Grids and physical sample/swatch library.

As the Senior Manager, Product Development we ask that you bring:

- Proficient Microsoft Software skills, preferably on a PC Platform.
- Speed, accuracy, and attention to detail on all projects.
- Ability to own deadlines, prioritize tasks, and exercise good judgement.
- Required 5+ years experience in product development and/or sourcing.
- Keen knowledge of manufacturing processes in various materials.

Comprehensive compensation and benefits package including 401(k) plan.

Help us build our success story today. Please apply by contacting PMI at: amy@howardcreativeconsulting.com

aladdin STANLEY miGo SLANT

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