



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 Sales Coordinator role.

Position Overview – Seattle Office

As the Sales Coordinator, you are a key member of the sales team supporting channel sales activities towards the achievement of PMI's North America sales plans. You will contribute to achieving sales targets and support critical sales activities including sales rep onboarding and trainings, regional and channel trade shows, reporting, and brand protection.

You'll:

- Execute brand protection efforts to monitor and report on the pricing, brand presentation, and quality of online resellers.
- Distribute Authorized Dealer Agreements and track Online Retailer Agreements.
- Utilize an online tracking tool to monitor, report, and assist action on MAP + ORA violations.
- Support the entire sales team in planning and executing the sales process.
- Communicate with sales representatives as needed for trade show scheduling, sales meeting coordination and product samples.
- Manage the sales sample room and sample requests.
- Support sales events; including trade shows, sales meetings, and webinars.

As the Sales Coordinator we ask that you bring:

- Planning and project management proficiency.
- Sales acumen with an understanding of the sales process from prospecting to closing.
- Excellent written and oral communication skills with the ability to communicate effectively and project a professional image.
- Solid word processing and spreadsheet skills with knowledge of Microsoft Word and Excel.
- Good personal skills with the ability to effectively work with individuals and groups at all organization levels; ability to work independently and as part of a team.
- 2-4 years of experience in a retail, trade, or sales environment.
- College degree in Business or related field preferred.
- Project management experience with high level of attention to detail.
- Experience in manufacturer sales environment preferred.
- Ability to stand for long periods and lift at least 30 pounds.

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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