



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 Planning + Process Manager role.

Position Overview – Seattle Office

As Sales Planning + Process Manager, you will partner with the VP, Sales Strategy to maximize efficiencies through the development or refinements of sales processes and tools driving toward consistency across all of PMI's brands and regions. You will lead and encourage a sales coordination team who is responsible for distributing seasonal sales assets, monthly sales reporting, tradeshow execution, and online pricing and brand protection. You have experience leading and coordinating all sales activities related to seasonal launches and a background in designing, deploying, and training a sales team on the use of systems, tools, and process.

You'll:

- Support the VP, Sales Strategy in defining, implementing, and measuring key strategic programs, processes, and communications and be the Strategic planning lead for sales meetings, webinars and events.
- Lead and manage the sales coordination/enablement team responsible for supporting North America Sales, including hiring and professional development.
- Act as a liaison with the brand teams to ensure successful execution of seasonal launches.
- Develop and maintain a robust digital repository of sales toolkits, assets, and supporting materials across brands for ease of use by the sales team.
- Oversee brand protection efforts and the dissemination of Authorized Dealer + Online Retailer Agreements.

As the Sales Planning + Process Manager we ask that you bring:

- Relevant leadership experience leading a team in a fast-paced, demanding environment with a high rate of change.
- Experience in process improvement, with a solid understanding of change management.
- Strong customer focus, business-partnering approach, and communicative style.
- Experience working in a global environment with colleagues from different cultures.
- Sales acumen with an understanding of the sales process including opportunity identification, presentation, consultative selling, value proposition, and closing sales
- 5-7 years of relevant experience including strategic planning, leadership, and sales operations/enablement
- College degree in Business or related field/Experience in manufacturer sales environment preferred

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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