



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 North America Senior VP of Sales role.

Position Overview – Seattle Office

As the North America Senior Vice President of Sales you are passionate about building world-class consumer brands and driving long term sustainable growth. You are experienced and successful in CPG category sales leadership into mass, grocery, drug, club and specialty channels. You have a passion for new channel and account growth that reflects where today's consumers choose to shop including specialty and digital. As the North America Senior Vice President of Sales you are a seasoned sales professional, willing to jump in at all levels to lead the team and organization to become the category leader.

You'll:

- Lead and execute our multi-brand portfolio sales strategy for NA
- Drive multi-channel and key account sales strategy and execution
- Expand, brand, item and placement opportunities with current accounts
- Drive new channel growth and account opportunities with tenacity
- Measure sales manager, sales rep and company service level results vs goals, using KPIs & scorecards
- Be accountable for leading accurate forecasting, reporting, budgeting and sales planning
- Effectively use market and customer analytics to inform business development
- Create exceptional top-to-top meetings deepening the corporate relationship and leveraging the power of PMI
- Develop and energize the team behind excellent sales meetings and key account presentations
- Provide best-in-class sales coaching, development & training to build a high-performing sales team

As the North America Senior VP of Sales we ask that you bring:

- Experience as a strategic leader in driving long term business strategy & profitable sales growth
- A proven ability to drive multi-channel and key account growth
- Exceptional influencer and negotiator skills
- Ability to inspire others and build strong partnerships internally and externally
- Minimum of fifteen (15) years of multi-channel FDMC in CPG sales leadership
- Sales team multi-functional leadership experience
- Bachelor's Degree required; Masters' in business or marketing a plus
- Current buyer relationships at key North America retailers in relevant channels is a plus
- A passion and interest for new expansion (Specialty, Sports, Digital) is a plus

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

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

aladdin STANLEY miGo SLANT

PACIFIC MARKET INTERNATIONAL :: 2401 Elliott Ave 4th Floor Seattle, WA 98121
MAIN 206 441 1400 :: FAX 206 441 2823 :: PMI-WORLDWIDE.COM