



### **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](http://www.pmi-worldwide.com). Thanks for checking out our full-time Stanley Development Director role.

### **Position Overview – Seattle Office**

As the Stanley Development Director you have a unique role that is part business development, part product management. You continually search for new growth opportunities and pursue them through rigorous evaluation, internal discussion and realization cross-functionally. You direct the Stanley Product Management department, aligning product strategy and insights with concepting, design, engineering and manufacture. You are a thought partner in overall Stanley business and brand strategic development and a critical member of Stanley's leadership team.

### **You'll:**

- Lead the Stanley Product Management Department and Stanley Business Development
- Collaborate with Sales and Marketing
- Partner with Stanley and PMI Leadership
- Develop product strategy in line with business and brand objectives, consumer insights and market trends
- Travel as needed to factories
- Be the future-focused expert on shopper, user, market, category and adjacencies
- Function as the Stanley product expert and presenter as needed in client meetings, trade shows, sales meetings etc
- Function as product lead on select strategic accounts

### **As the Stanley Development Director we ask that you bring:**

- An entrepreneurial spirit combined with sharp business acumen
- Creative, analytical and critical thinking
- Ability to navigate between the worlds of business strategy and creative development
- Ability to work with the Creative Development team to design unique products that win at market
- Skill in managing direct reports and project teams
- 7+ years business development and/or product management experience, preferably with consumer facing products
- 5+ years in a management or director role
- 3+ years in an international role highly preferred
- Bachelor's degree is essential, Masters preferred
- Experience using project management software such as Agile, BaseCamp, Microsoft Project

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

Help us build our success story today. Please apply by contacting PMI at: [dcipri@frontiertalent.com](mailto:dcipri@frontiertalent.com)