



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 Regional/Outside Sales Manager, PMI - East role.

Position Overview – Satellite Position

As the regional sales manager you are responsible for leading, managing and growing Stanley & PMI business in the Eastern United States. As a highly successful sales driver and leader, you will build strong partnerships and manage key accounts for long term growth. You have the ability to sell on your own as well as lead and coach others through the hiring and overall management of your independent sales representative team. You are a savvy business manager that employs holistic key account management by working collaboratively with internal marketing and product partners to grow sales through building assortments and placing merchandising, promotions, marketing and e-commerce solutions.

You'll:

- Effectively deliver targeted sales and profit increases in assigned region.
- Identify, exploit and forecast new business opportunities consistently filling your sales pipeline.
- Design and execute key account and channel sales strategies for the region.
- Create and deliver compelling programs and presentations that differentiate from the competition.
- Utilize CRM to optimize rep management, account management and communication.
- Effectively inform sales and product forecasting for region.
- Provide regular weekly, monthly and quarterly progress reports for all regional activities and accomplishments.
- Collaborate, support and partner with the trade marketing manager, account management team, and product teams consistently.
- Extensive travel within region, to trade shows and corporate office approximately 50% of time.

As the Regional/Outside Sales Manager, PMI - East we ask that you bring:

- Authentic passion for the brand, team and personal accountability to the success of Stanley in the marketplace.
- Ability to negotiate effectively toward mutually beneficial wins with a varied group of people, accounts and channels.
- Analytical skills to convert data/insights into compelling customer solutions.
- Aptitude in utilizing syndicated data and POS into insights that substantiate your position.
- 8-10 years sales management experience.
- Managing independent sales reps.
- Multi-channel experience ideally in outdoor, sporting goods, hardware and/or hunt/fish.
- Bachelors degree with an MBA a plus.

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