



### **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 Program Manager role.

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

As the Program Manager you own and drive key sales opportunities from beginning to delivery with an emphasis on reducing margin erosion. You will work efficiently with cross-functional teams, including but not limited to: Sales, Sales Support, Product Management, Logistics, Business Management, and Factory Production. You are goal-oriented, able to manage multiple programs at once, and ability to think critically to solve complex problems.

### **You'll:**

- Manage programs internally from initial product brief to order delivery through customers preferred tracking method for all Regional businesses
- Communicate timelines and deliverables to relevant teams & team members
- Confidently own and manage high-revenue programs
- Ensure all financial aspects of programs are accurate and possess a high level of skill related to P&L
- Maintain pricing records for all items
- Make decisions with respect to profit margin and risk mitigation
- Clearly document and track program milestones keeping the team informed

### **As the Program Manager we ask that you bring:**

- 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.
- Ability to respond effectively to sensitive inquiries or complaints.
- Ability to take initiative and prioritize tasks; good time-management, organizational, problem-prevention and problem-solving skills.
- 4 year college degree or 8 years of experience in similar position/industry
- Background in sales, sales support and or production/project management within the consumer goods industry
- Knowledge in Oracle applications, including Sales Cloud, Agile, EBS and Demantra is 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](mailto:amy@howardcreativeconsulting.com)