



## Job Opportunity – Product Development & Sourcing Manager

Atlantia is a leader in the technology accessory market, bringing the best service and innovative products to the market. The company was founded in 2002 and throughout the years, we have defined and re-defined who we are and what we do but what has remained constant is our ultimate goal: to deliver happiness.

### **We are looking for a Product Development & Sourcing Manager to join the Atlantia team and contribute to our success!**

Reporting to the President, responsibilities include searching, developing and launching new and innovative digital lifestyle products. Also responsible to seek out new products based on customer needs and leads each phase of the product development process including vendor management, sample procurement and product guideline copy. Travel is required for this position. Must have valid passport.

#### Primary Duties & Responsibilities

- *Conducting market research to assess gaps in the marketplace and find niches for new products*
- *Identifying how to reflect the brand's attributes in a new product, ensuring a positive customer experience*
- *Performing rigorous testing of pre-production samples to ensure quality control*
- *Developing the production line, including SKU detail, cost targets, and initial sales forecasts*
- *Maintaining a detailed master product development timeline schedule*
- *Working with the Graphic Designers to create and proof packaging before print*
- *With logistics, track status of inbound shipments and ensure timely arrival*
- *Managing and analyzing inventory levels ensuring adequate stock for special events and holidays*
- *With the Asia team, managing relationships with factories in China, negotiating costs and delivery dates*
- *Sales forecasting and margin reports, flagging top sellers*
- *Preparing sales and marketing materials and literature.*
- *Developing product roadmaps, maintaining product lifecycles and identifying any gaps*
- *Presentations to key customers and sales team*

Our ideal candidate will possess the following knowledge, skills, abilities, and experience and training to be successful in this role:

- *Business management acumen and good understanding of trends in the market*
- *Product management expertise including market research & strategy*
- *Effective problem solving, planning and analytical skills*
- *Ability to prioritize, flexible, focused and strong attention to detail*
- *Ability to manage a team and prioritize duties in a fast paced hi tech environment*
- *Excellent English language skills both verbal and written. Chinese language would be an asset. Proficient with MS Office & Adobe Creative Suite (Photoshop, InDesign & Excel)*
- *Bachelor's degree in business or a technical field and a minimum 2-4 years' experience in a related field.*

If you believe you meet the requirements to be successful in this role, please submit your cover letter and resume to [careers@jouta.com](mailto:careers@jouta.com) indicating what makes you a good fit for this role and Atlantia.

*We thank all applicants for their interest; only those who are shortlisted will be contacted.*

To learn more about Atlantia, please visit [www.atlantia.ca](http://www.atlantia.ca)