



New Hire Announcement

Job Title: New International Business Manager

Opportunity:

Mizu is currently looking for an experienced New International Business Manager to join our team during a period of high growth. The right candidate will be a sales-driven, customer-centric, energetic, organized, personable and well-connected international sales manager with a minimum of 3 years experience recruiting and managing distributors and/or sales reps. They will have a track record of success working in the outdoor, sporting goods, housewares or related consumer goods wholesale industries and comfortable working in a fast-paced environment. A significant portion of Mizu's business is within its custom sales channel where its products are co-branded and sold directly to businesses and brands, so a strong business to business sales background would also be helpful. We seek qualified, driven, like-minded people that share our passion for business, adventure, a cleaner environment, a healthy lifestyle and a commitment to excellence.

Duties & Responsibilities:

- Sales Territory: All countries with the exception of the United States and Canada
- Manage, support and grow sales within all current international distributors, sales representatives and agencies
- Use experience and established connections to grow this distribution network, adding new sales agencies, distributors and new channels of distribution globally
- Work with Mizu's leadership team on forecasting sales goals, inventory planning, budgeting and overall strategic planning

Qualifications & Requirements:

- 3+ years direct experience in sales management within similar or relatable industries
- Proven track record of growth in sales with distributors, key mid-tier, multi-store retailers
- Experience in growing a distribution networks, creating & maintaining customer relationships
- High energy, positive and a relentless passion for success
- Team player with a passion for the outdoors & sustainability
- Ability to respectfully teach and train people with a high standard for quality of work
- Strong problem-solving skills and ability to always maintain a calm professional dialogue

About Mizu:

Attitudes are changing. Single use is out and reusable is in. From outdoor adventures to everyday life, from the moment you rise out of bed and get your coffee to the last sip of water you have before you go to bed; there are endless opportunities each day to choose reusable over single use. Founded, owned and operated by outdoor athletes and adventurers, Mizu makes premium reusable products that last a lifetime to help take advantage of these opportunities.

Mizu can be found in the hands of people who squeeze every ounce of fun out of life and share a passion for protecting the oceans, mountains and cities we play in. From water bottles to cutlery, from insulated to single wall - from the coffee shop to the beach, from driving to work or hiking for first tracks, when it comes to going reusable with performance and style, Mizu always has your back.

People that are interested in applying for this role can learn more about Mizu at www.mizulife.com and should send a resume and cover letter to jobs@mizulife.com cc wouter@mizulife.com with "New International Business Manager" in the subject line.

Enjoy The Journey. Leave Nothing Behind.