



Career Opportunity

Guided by the belief that dogs make a difference by being the best partner a human can have in the field, on the job, or in a competition event, UKC is a community for people and dogs to pursue excellence together. Founded in 1898, UKC has been dedicated to enhancing the lives of Dogs That Do More, and their owners, by providing essential resources to help owners and breeders make informed decisions. The dog-human bond is celebrated through family-friendly programs highlighting the instincts and heritage of purebred and mixed-breed dogs alike at over 18,000 licensed events annually.

The Product Development Manager will play a key role in shaping UKC's product catalog, responsible for devising and executing strategies to drive merchandise sales and increase customer engagement. The ideal candidate will possess a blend of strategic thinking, product management expertise, and vendor relationship management skills. This role is based in Kalamazoo, Michigan.

Key Responsibilities:

- Develop and continuously optimize our product catalog and road map based on our diverse customer needs including branded apparel, cobranded merchandise, housewares, and sporting dog equipment
- Drive revenue growth and customer retention for both our ecommerce platform and onsite sales at our National Events
- Manage our ecommerce platform, promotions, and sales strategies to drive traffic and increase conversion rates
- Manage relationships with and seek out vendors to source new products
- Design a drop-ship program to complement our direct shipping product strategy
- Track and analyze customer engagement and sales to inform and optimize product offerings and strategies

Qualifications:

- Minimum of 3-5 years experience in product development or ecommerce management, preferably in retail or consumer goods industry
- Desire to work both internally and externally to explore and flush out products that aim to meet our customer needs
- Strong analytical skills with the ability to interpret data and insights to drive decision-making
- Proficiency in ecommerce platforms, security standards, and ecommerce regulations
- Proven ability to build and maintain strong partnerships with third-party brands
- Self-motivated, results-oriented, and able to thrive in a fast-paced, collaborative environment

Benefits:

- Company-supported medical and life insurance plans; dental, vision, and Aflac available
- Paid Time Off plus paid holidays at employment commencement
- 401(k) with company matched contributions
- Continuous training and development programs with opportunities for growth and advancement
- Salary for this position is commensurate with experience

How To Apply:

If you're a strategic thinker with a passion for product development, we invite you to join our team and contribute to the continued success of United Kennel Club. Apply now and become a part of our mission to celebrate and promote Dogs That Do More.™ Please submit your resume to careers@ukcdogs.com.