



Games Product Manager, North America

Ravensburger is a family-owned global business operating across a wide variety of categories including games, puzzles, construction toys, book and more under, sold under its own brand as well as brands like ThinkFun, WonderForge and BRIO. Our North American team has a history of launching innovative new products like the Villainous Games line and Disney Lorcana across a variety of categories, as well as nurturing the growth and success of evergreen titles like Labyrinth, Rush Hour, and more.

At Ravensburger, we encourage the discovery of what really matters! The perspectives in our corporate network are as multifaceted as our product range. Our thinking and actions are geared towards the long term and sustainability: we are looking together toward the future. The Games category at Ravensburger believes that play is what makes us human. Play fosters connections that bridge age, gender, race, socio-economic status, and culture, helping us to experience the universal joy of play, together. We are looking for highly motivated people committed to bringing great games into the world to join our team.

In addition to competitive total compensation and benefits (health/dental/vision; disability/life), we offer reimbursement for parking or public transportation cards; opportunities for employee learning via Ravensburger Academy, Lunch & Learn seminars, reimbursed language learning, and Mentorship programs; and a collaborative and creative working environment!

Summary Description:

The Games Product Manager, North America, executes the global product strategy for board games and trading card games (excluding brain & logic games) in the United States and Canada. The ideal candidate has five or more years of experience in the toys and games industry, has experience in P&L management and is collaborative with excellent communication, and interpersonal skills. This position is an advocate and representative of the Games Category and the Ravensburger brand in North America.

Hours + Salary Range: Full-time, salaried position + annual bonus (95-105k base, DOE)

Location: Position located in the Seattle, Washington (US) office with 3 days/week in-office minimum

Reporting: This position reports to the International Category Director New Games

Managing: This position has 2 direct reports: the Marketing Manager Games NA and the Marketing Manager TCG. Both have dotted lines to the Global Marketing Teams.

Job Duties and Responsibilities (Essential Functions):

- Manage the North American P&L and budgets for games and trading card games.
- Define the NA product line plan following the global product vision and strategy.
- Determine the right marketing mix and manage the product lifecycle for all NA games.
- Manage the NA games marketing team and contribute to the go-to-market plans.
- Coordinate and communicate product portfolio information with sales, marketing and S&OP teams.
- Collaborate with the sales and S&OP teams on quarterly sales forecasts to ensure optimal product availability.
- Contribute to product ideation to enhance the global games and TCG portfolio.

- Lead a team of cross-functional members (creative, game development, project management and marketing) to ideate, develop and execute on NA specific product lines.
- Support the sales team with product presentations and games specific sales initiatives.
- Interact with third-party business partners, retailers and licensors and build meaningful partnerships.

Knowledge/Skills/Abilities:

- Proven business development skills.
- Experience in launching new products.
- Experience in managing product portfolios and brands.
- Strong financial skills.
- Excellent analytical skills with the ability to analyze sales trends, market & consumer trends, and competitive intelligence.
- Excellent people management, communication and interpersonal skills.
- Strong project management skills with the ability to manage multiple projects simultaneously.
- Strong problem solving and decision-making skills.

Education and Experience Requirements (Minimum):

- **Required (comparable experience acceptable for requirements):**
 - Bachelor's degree in Marketing, Business Administration, or a related field
 - 5 or more years of product management or marketing experience in the toys and games or the FMCG industry, with a proven track record of driving revenue and profit.
 - Comfortable with Microsoft 365, includes Teams and Office.
 - Comprehensive English fluency (written and oral).
 - Willingness to travel to conventions and fairs nationally.
- **Preferred:**
 - Experience with Sharepoint, Wrike, and SAP.
 - Diversity and inclusion experience and/or international study or work experience.

Diversity + Inclusion Statement

We believe that in diversity lies strength; in challenge, growth; and in difference, the creativity of a fresh perspective. In line with our desire to build Ravensburger as a robust global home within the game industry, candidates from a variety of diverse backgrounds (be they racial, cultural, educational, socio-economic, gendered, or otherwise) are explicitly invited to apply.

Application Instructions

Please send email including cover letter explaining why you are applying for this position and why you believe you are the best person for the job (typed into the body of the email is fine) and attached CV / resume to ravensburgergamesjobs@ravensburger.com and we will be in touch. Please allow 1-2 weeks for an initial response before sending a follow-up inquiry.