

**thankyou.**<sup>™</sup>

## WHY THANKYOU?

**Change the world with  
a group of passionate  
and determined people.**

We're a social enterprise that commits 100% of profit from our consumer products to end global poverty. Some say we're taking on the impossible. So it's a good thing the team believe impossibility is only someone's opinion, not a fact.

Today, our water, personal care and baby products are stocked in over 5,500 outlets in Australia and New Zealand, including all major supermarkets. Through hard work and determination, our personal care range has numerous products that are market leading, and others heading in that direction. Through this, we've given over \$5.8 million to help get safe water, toilets, food aid and child and maternal health programs to over 785,000 people in need in 20 countries.

At Thankyou HQ in Collingwood, Melbourne, we're focused on creating and delivering world-leading personal care products that surpass the expectation of our customers and enhance the Thankyou brand for one purpose only: the end of extreme poverty.

Everyone who joins our team is committed to bringing their unique fingerprint so that, together, we can achieve our purpose: to empower humanity to choose a world without poverty. We know that humanity is a lot of people and poverty is extremely complex, so we need the world's best minds and hearts in our team to be able to take on the impossible and see our dreams become a reality. Is this you?



## WHY WORK WITH US?

### PEOPLE

We are innovators, dreamers and change makers.

### CELEBRATIONS

We celebrate special events and achievements together. We always want our team to feel as valued as they are!

### FUN

Whether it's nerf wars, squat o'clock or rooftop lunches, we know working hard needs to be balanced out by having fun if we're going to change the world.

### HQ

Located in Collingwood, we have a stylish, open-plan office to foster collaboration, all within walking distance to some of the best coffee Melbourne has to offer.

### WELLNESS

Our kitchen is stocked with healthy snacks to make sure our team are powered throughout the day, employees have access to EAP counselling services and every so often the three minute angels come to give us all massages.

### SALARY SACRIFICING

We offer salary sacrificing of general living expenses and entertainment costs which means you get to change the world and keep your disposable income.



## PRODUCT DEVELOPMENT MANAGER

**Location:** Collingwood, Melbourne Victoria

**Position:** Full time permanent

## WE ARE LOOKING FOR

- Relevant degree in marketing, business or commerce.
- At least 5 years' experience in the FMCG industry.
- At least 3 years' experience in product management and/or product development of personal care products.
- Extensive knowledge in the health & beauty industry in regard to product development ingredients, competitors, consumers & trends.
- Proven success in personal care product development with the ability to speak to key ingredients and formulations from a technical, competitor and consumer perspective.
- Strong commercial acumen and understanding of the relationship between COGS and RRP.

## THE OPPORTUNITY

As someone who's passionate about seeing an end to extreme poverty in our lifetime, you'll use your skills and knowledge to oversee the growth of the Thankyou brand through the development of new & existing personal care and baby care products that drive incremental growth to the business.

### Your responsibilities will include:

- Managing the end to end new product development process.
- Identifying and actioning current trends both inside and outside the personal care categories.
- Managing the relationships with suppliers, factories, product development teams and account managers.
- Conducting tests and user trials to obtain market feedback.
- Ensure consistency with all technical, aesthetic, quality and functional specifications and requirements.
- Presenting at key internal and external meetings.

## CONTACT

Please send us an email ([careers@thankyou.co](mailto:careers@thankyou.co)) with your CV and your cover letter answering these questions:

- Why do you feel you will add value to our product development team?
- Tell us about a product you have developed that you are super proud of, and why?
- What's your favourite personal care product currently on the market and why do you love it?