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**Director of Operations, Vape Manufacturer, San Francisco Bay Area (or L.A. Denver, Seattle, Phoenix)**

Our client, a US-based vape manufacturer with proprietary technology, unique processes and equipment and a partner value proposition unlike any other in the entire cannabis industry, seeks a Director of Operations to report directly to the Chief Operating Officer, optimally in the San Francisco Bay area.

**Responsibilities:**

The Director of Operations will be responsible for managing day to day operations for all US and Canadian partners, managing the supply chain supporting these sites, supporting equipment development and the development of new products and services.

Partner management includes delivering on our client's goals and SLA's for quality assurance, cost, growth, site to site standardization, fulfillment and new product introduction. Leadership of on-going partner support including frequent on-site visits.

Supply chain responsibilities include managing inventory and inventory-related purchase order management, logistics and reverse logistics, sourcing/procurement strategies & contract management, supplier relationship management, cost and quality management and supply chain design. Direct contract management of our client's suppliers in the US and China; quarterly visits to both.

Our client's products are fulfilled with unique, proprietary processes and equipment; the Director of Operations will be accountable for ensuring continuity of these processes as well as the support and development of equipment required to deliver on them, including managing related contracts, equipment warranty/maintenance programs and supplier relationships.

The Director of Operations will manage the process of bringing new products to market in partnership with our client's product engineering and product management groups, owning everything after the new product commitment through fulfillment including prototype development, delivering pre-production and consumer-ready products, meeting customer quality SLA's and our client's cost and schedule requirements.

The Director of Operations will identify, hire, build, develop and lead their team both tactically and strategically, over time expanding it to allow for direct reports to manage siloed operational functions.

**Requirements**

- 10+ years in supply chain or manufacturing operations
- Procurement, supplier and contract management; strong negotiation and relationship building skills
- 5+ years of staff management & team development
- Hardware development, equipment development and/or prototyping experience
- Startup experience a big plus; our client's environment is very dynamic, and change can be significant, unpredictable and quickly occurring
- BS in an analytical discipline minimally; engineering backgrounds preferred
- Familiarity with the cannabis industry highly desirable
- The ability to travel domestically up to 60%
- A passport and the ability to travel internationally (to China) on a quarterly basis.
- Fluency in Mandarin desired but not required

Our client offers competitive compensation package including base salary and bi-annual bonuses and benefits including medical/dental/vision insurance, paid vacations and holidays.