

# Made In Dives Into Hunt Club's Expert Community to Find Its New *Vice President of Product & Sourcing*

Since launching in 2017, Made In has expanded sales to over 70 countries, scaled beyond home kitchens by breaking into the hospitality industry, and most significantly, achieved growth of more than 700%.

Made In attributes much of its hyper-growth to the powerful talent on its teams. They place strong emphasis on building a roster of growth-minded, dedicated professionals who will uphold their values and culture. Recognizing that top talent is a company's most competitive edge, the founders put talent acquisition at the forefront of their company's overarching growth strategy.

## About

## made·in

Industry	Cookware   Consumer Goods
Business Model	D2C
Website	madeincookware.com
Headquarters	Austin, TX
Year Founded	2017

180k+

*Product Leaders in Expert Network Community*

27

*Candidates Vetted*

15

*Candidates Introduced*

6

*Candidates Interviewed by Made In*

## The Challenge

Leaning into their partnership with Hunt Club to help define the role and kick off the candidate search, Made In was able to identify the traits they needed in a VP of Product and Sourcing. They were looking for someone who had:

- The ability to develop and lead sound, cost-effective strategies for the purchasing of materials used throughout the business
- The expertise to plan, streamline, execute, and manage international launch plans
- Experience finding and sourcing niche manufacturers and quality goods

## Hunt Club's Bullseye Candidate

With 7+ years of senior-level product and sourcing experience, Hunt Club's proposed VP of Product and Sourcing Management was exactly who Made In was looking for. The candidate had worked for established companies such as Procter & Gamble and YETI Coolers to refine their packaging, product manufacturing, and global delivery systems. They also had the required experience developing best business practices and networks for other household brands like Dollar Shave Club. With these combined experiences, the candidate had both the knowledge, drive, and expertise Made In needed to reach the next level.

*Hired a VP of Product & Sourcing in 55 days!*



"From the very beginning, Hunt Club's team had a very clear understanding of how to approach the search for each of our roles, guiding us through an efficient process to connect with the strongest pool of top industry leaders."

**Jake Kalick**  
Co-founder & President

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