



Channel Manager

Bambeco

Bambeco is a fashion-forward retailer of environmentally responsible home decor, furniture and accessories products. At bambeco, we believe that everyone can make a difference, and that incremental change leads to real impact.

We are a people first company and strive to offer a professionally challenging and rewarding work environment. We are looking for creative, high-energy and talented professionals that have a passion for improving our planet.

Job Description

Bambeco is looking for a **Channel Manager** to manage business account relationships. This key leader will bring creativity and business development to the Channel Department to drive new business opportunities and grow existing account business. This leader will be well versed in all aspects of B2B acquisition, as well as retention and partner relations. They will be a strategic thinker and have solid understanding of account management and business development to drive acquisition, sophisticated sales and gross margin growth modeling, marketing tools to increase performance and have a proven track record of leading a team in accomplishing meaningful and sustained profit growth over a three year period. The right individual will have solid analytical skills, blended with a penchant for technology that enhances relationship management and account performance.

Job Responsibilities

- Build channel strategy and plan
- Build strong partnerships with channel partners
- Growth yr over yr sales and margin goals
- Drive creative marketing solutions with channel partners to drive brand awareness, grow sales and increase conversion
- Manage and resolve all channel partner inquiries and issues
- Work closely with e-commerce operations team to ensure service goals are being met
- Develop and track sales and performance metrics by channel and across all channels.
- Set budget and sales forecast for channels
- Recommend and implement new channel partner opportunities and develop business case Report weekly customer service metrics

Become a subject matter expert on our products (materials made from, manufacturing process, why green, etc.)

Job Requirements

- Bachelors Degree in Business or related field
- 5-7 years experience working in or managing channels, business development
- Strong team and leadership experience
- Excellent written and verbal skills
- Outstanding analytical skills
- Must be able to meet deadlines and work in an organizational structure

Why work for bambeco?

- Comprehensive compensation and benefits program
- Amazing company culture and team environment
- Be part of something cool!
- Have fun at work
- Participation in the Employee Equity Option Program
- 5 hours per month of paid volunteer time

Job Location: Bambeco corporate headquarters in Baltimore, MD.

Contact: Please send resume to careers@bambeco.com.