



## Brand Manager Job Description

### **Vision:**

A Brand Manager in our team will oversee all aspects of their assigned full-service management accounts at Page.One with a commitment to serving our clients to the best of their ability. They will constantly seek to improve their skills, create increased efficiencies and provide thought-leadership within the company.

The Brand Manager embodies the ethos of Page.One - Purpose, Profit, Play. With this, they understand that as their depth of Amazon knowledge increases, they may support other teams and they selflessly add value when and where it is needed.

This role is the Champion for each account they manage. They have support from all departments but they lead the client interactions and the success of the account is up to them.

Working with the CEO, other senior staff, sales team and fellow Brand Managers, you will be responsible for the following:

### **Responsibilities:**

- Single point of contact for full-service clients
- Plan and execute monthly strategy calls with clients
- Project manage workflow for all internal and partnered services related to your accounts (in conjunction with departments)
- Work with other internal teams to produce the best results
- Completely manage clients' Amazon accounts (minus customer service) - see full-service management services description
- Assist in new hires for the department as needed
- Complete monthly department reports
- Generate stats, data, and testimonials for marketing purposes
- Keep up with industry trends

### **Required Skills:**

- Documented experience of brand growth as an account manager on Amazon
- Understanding of Amazon Seller Central and Vendor Central
- A strong, data driven understanding of the importance of content optimization, images, graphics and advertising - 3p and 1p experience preferred
- Understanding of ecommerce and retail

- Excellent organization, tactical, analytical/data management skills
- Strong written and oral communication skills
- Customer-centric focus to deliver outstanding experiences to internal and external stakeholders
- Must have understanding of retail financials and possess strong analytical skills
- Tech savvy/competent

### **Pay & Benefits**

This position has a flexible plan that can either be a part-time or full-time start. Commitment to the accounts is more important than the # of hours. It's structured as a contractual position that includes a base rate per managed account plus a bonus structure on account growth and retention.

**Base:** \$50k - \$70k depending on experience

**Bonuses:** Quarterly Account Performance Bonuses, Client Retention Bonus

### **About Page.One**

Page.One is a full-service Amazon agency that provides both managed and individual services. We're unique in that we have internal teams for account management, ad management, photography, design and content and we understand how each piece works together to optimize sales revenue and profit in the marketplace.

Our full-service and ad management teams work mostly with brands with \$500M to \$20M a year in revenue across a variety of categories. We provide content, photography and design for a variety of clients, from startups to Fortune100 companies.