



Brand Manager

Full-Time, 100% Remote

Vision:

As Brand Manager, you will work with the CEO and other key staff with a commitment to serving our clients to the best of your ability. You will constantly seek to improve your 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, you understand that as your depth of Amazon and e-commerce knowledge increases, you may support other teams and you selflessly add value when and where it is needed.

This is a 100% remote position, but if you are in South Florida, we also have a desk for you.

Our brand managers are equal parts Amazon Strategist, Project Manager and Team Leader.

The Brand Manager is responsible for the following:

- Overall management of the brands assigned (4-8 accounts) with a focus on growth and profitability
 - Work with CEO and internal departments to maximize brand performance
 - Set strategy for brands based on KPI's
 - Assess market, competition and what is needed to take market share in given categories
 - All client communications including meetings on a scheduled require per agreement (from 1x/wk to 1x/mo)
 - Collaborate workflow with in-house teams (content, creative and advertising)
 - Assess all data relevant for client growth

- Assist CEO with additional projects as needed in marketing, promotions & events

Required Skills & Experience

- Minimum of 3 years successfully managing Amazon accounts in Seller Central. Vendor Central experience is a plus but not required
- Demonstrated ability to understand key performance indicators for growing sales & profitability
- Communication skills necessary to discuss all aspects of Amazon accounts with independent entrepreneurs through to C-suite executives

- Project management - experience in Asana a plus
- Positive references from previous employers

Compensation

- Base salary: \$60k - \$75k annually depending on experience
- Performance Pay: up to 5% of client commission pay (paid monthly)
- Up to \$500 renewal bonus per client (when resigning for another year)
- Commission: 10% of any new business you bring to the agency
 - Project work - 10% of all first orders
 - Managed Services - 10% of base rate for first 3 months
- Realistic year 1 income: \$70k-\$110k

PTO

10 days

Company Holidays

(Will substitute for local holidays if outside of the US)

Your birthday, Memorial Day, 4th of July, Labor Day, Thanksgiving, Christmas Eve, Christmas, New Years Eve, New Years Day