

Brand And Operations Manager Remote - KLIMTechnologies

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Company: Talent Pal

Location: Bahrain

Category: other-general

100% remotejob

Brand And Operations Manager KLIMTechnologies Bahrain

KLIM was started in 2015with a \$521 investment. Weve had no outside investment and canfreely decide our priorities. They go in this order: customers> employees > partners >shareholder.

Our goal is to provide high qualitydurable electronics at a fair price with exceptional customer aftercare.

In electronics a 0% defect rate will neverbe possible. But we strive for that goal. In our small circle ofimpact we want to ensure employees customers and partners aretreated well.

TheRole

KLIM Technologies is acompany founded in 2015. It has experienced rapid growth to becomeone of the leading sellers on Amazon by identifying opportunitiesin the market superior operations inhouse quality improvement andtruly exceptional customer service.

KLIMTechnologies is looking for a new Remote Brand & OperationsManager.

What are your duties andresponsibilities

New products area key element of KLIMs strategy. Over the past 2 years wevelaunched 4 new brands and over 40 new products. And its only thebeginning as we should at least double that number in2024!

To help us manage and optimize this growthwere looking for a Brand & Operationsmanager.

You will report to theCOO.

You will be responsible for driving thesales performance of your portfolio of newproducts.

You will be expected tohave:

a deep understanding of the market

comprehensive knowledge of all processes involved and

the ability to use your skill set to develop and execute a winning strategy at a product level

At KLIM we strongly believe that details are everything. We strongly value operational excellence.

You will be assigned a product portfolio and your responsibilities will include:

Decide the price and marketing strategy at a product level keeping customer interests in mind.

Analyse product performance frequently and arrive at logical conclusions.

Constantly course correct in response to the market. Speed is key.

Coordinate with the production and logistics teams to ensure that sufficient inventories are available to meet sales targets.

Communicate your decisions clearly to the team.

You will also have a view and a word on the company's new products development strategy.

There is a ton of room for growth in this position. You can expect to be involved in highly strategic subjects early on (marketing & advertising strategy new products development etc.).

But don't worry it will only come after proper training!

And about the conditions

Compensation

1500 USD & up based on the profile

20 days of paid holiday and there is a paternity and maternity leave scheme in place.

Pay rise policy: 1 every 6 months (upto 5% at each pay rise).

A yearly bonus based on the company's performance.

A discretionary yearly budget of 1500 euros to cover your IT expenses and gift your friends

and family.

A setup of KLIMproducts

WorkingHours

You can expect a 40hourweekly workload.

Due to time zone differences weaccept applications only from Asian and European timezones.

Bonus

Oncea year there will be a company retreat most likely on a South EastAsian island or in Europe and all expenses (accommodation flightsactivities etc.) will be paidfor.

IdealProfile

To fit thisposition

Good withnumbers.

Able to work on spreadsheets (VLOOKUPand SUMIFS are a must but honestly selftraining on this is quiteeasy: Youtube is your friend).

Able to makesensible decisions based on various data points (revenue profitadvertising spend priceinventory)

Detailoriented: Amazon operationsare complex details are everything.

Able tocome up with creative tactics to boost your products performance(in many situations theres no procedure to follow so youll have tocome up with your own solutions howexciting!).

Curious & eager tolearn.

Knowledge of PayperClick advertising isa big plus but not mandatory.

Workingunderstanding of basic business principles like Gross Profit Returnon Investment and Cost of Goods Sold is aplus.

Working understanding of basicoperational principles like Days of Inventory is aplus.

Whats onOffer

Work alongside& learn from best in classtalent

Flexible working options

Strong opportunities to progress your career

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