



Channel Manager

Kenney believes in our vision and values as strongly today as we did when we started our business over 100 years ago. We will continue to provide quality, fashion forward and innovative consumer products for the next 100 years. We will achieve this through our company values by which our employees exemplify incredible levels of dedication, integrity, collaboration, vision and creativity.

Job Summary

The Channel Manager is the liaison, with various internal departments, on all account specific projects and presentations. Support and collaborate with the Senior Channel Manager with communications, sales analysis and collateral materials, as requested by Sales, to facilitate account management by tactically executing directives specific to account driven requirements, projects and product needs.

Responsibilities

- Responsible for providing the marketing team, sales team with the necessary account support
- Daily distribution and log in of domestic account profiles to internal departments
- Work with Sales on POG planning / development planogram software
- Support trade shows with sales with set ups; product listings, booth merchandising and coordination with trade show venues
- Assist sales with vendor portal population providing accurate and timely information to complete product assortment presentations for line reviews
- Work on uploading all pertinent information to Vendor Portals as needed
- Assist sales in vendor manual deployment throughout the organization
- Assist with the bi-annual NYC market week preparations specific to all customers attending
- Conduct ongoing market research through: store visits, on line searches, trade publications, and consumer interaction
- Help to maintain competitor retail landscape matrix for all product categories (Basic, Deco, Bath) bi-annually
- Work with Sample Coordinator to ensure product samples are ordered and available for account presentations

Specific Job Duties:

- Presentation preparation for Sales
- Compile and publish follow up meeting notes
- Distribute SPR for assigned accounts
- Establish presentation check lists
- Set up internal team meetings
- Assist in the completion of all incoming sales account requests (daily account maintenance)
- Update the International and Domestic Account Hot List daily
- Update SPR Tracker with assigned accounts
- Supplier competitive Intelligence – updating information and keeping updated documentation

- Market Share and Channel server cleanup and maintenance as directed by SCM and PM
- Price templates for domestic channel – formatting and adding thumbnail images
- Populate required data into account generated spreadsheets as requested by sales
- Retail Landscape updates for all areas
- Intactix – Domestic and International POG creation for Sales needs
- Profile creation and distribution to Sales as required
- Attend weekly forecast, program implementation and profile meetings to insure accuracy
- Work closely with all key areas to support SPR needs; merchandising, sample coordinator, creative, forecasting, supply chain

Competencies

- Works well in a fast-paced environment
- Resourceful
- Analytical
- Organized
- Strong oral and written communication skills
- Ability to work in cross-functional teams
- Positive and enthusiastic
- Able to cultivate relationships

Qualifications

- Minimum of 3 years' experience in consumer products goods in a retail environment
- High Level Excel and PowerPoint Skills
 - Able to perform with frequency and accuracy excel pricing documents
 - Skills needed include formula and pivot table creation
 - Able to create PPT presentations that will include detailed formatting and sometimes animation
- SAP experience preferred

Location

Warwick, RI

[APPLY TO HR@KENNEY.COM](mailto:HR@KENNEY.COM)