

# Cleancult

## Retail Logistics Manager

### About Cleancult

Cleancult was built to fix all of the dirty problems with cleaning. By making natural cleaners that actually clean, with ingredients you can actually understand, in the first ever paper packaging in the industry (milk cartons rather than plastic bottles), Cleancult is redefining clean. Named an IAB Top 250 Consumer brand in its first year of launch, Cleancult is positioned to be the quickest growing 'better for you' consumer brand in the country across retail, DTC, and Amazon. For every customer who joins the Cleancult, we're removing over 44lbs of plastic from the world.

### About The Role

The Retail Logistics Manager at Cleancult will play a critical role in our success immediately and for years to come. As a digitally native but truly omni channel brand, our retail sales channel is expected to be \$10M - \$25M in revenue next year with priority placement and brand presentation in all of the top US retailers across grocery, drug, natural, specialty, and home goods. Reporting to the COO, you will be a critical execution partner for our world class sales team that brings experience from Method, Babyganics, JRWatkins, and more. Your daily oversight of retail launches, sell through, promotion execution, and in store activations will ensure that we keep and grow the retail accounts our sales team continues to close. You will also interface with finance, marketing, and our 3PL.

### Roles & Responsibilities

- Ensure flawless execution in our retail sales channels, maintaining OTIF of 95%+ at all our Retail customers

- Establish relationships with all the key contacts at our retail customers to nurture a partnership approach and quarterback the entire relationship from line review, to sell in, to sell through, promotion, and seasonal
- Lead the warehouse team at our 3PL to ensure that all fulfillment activities are efficient. Identify opportunities for improvement and work with Supply Chain to implement optimizations
- Be the in house expert and go-to resource on all retailer supply chain and logistics parameters
- Work with Sales and Trade Promotions to develop and execute promotions and in store activations
- Establish policies and procedures for retail order fulfillment including labeling, logistics, freight, and pallet configurations to manage the warehouse team to success
- Project Manage the warehouse team from a retail perspective to ensure that proper labor needs are known 30-45 days in advance to allow proper allocation of resources
- Partner with our finance team to track and dispute retailer deductions

## About You

- Ready to join one of the fastest growing consumer brands in the USA, ranked as a top 250 Consumer brand in its first year of launch by IAB, and become a true leader in the field, with our team, and with your direct reports.
- You're comfortable wearing many hats and stepping up to set the strategy and agenda when there may be ambiguity
- Excellent communication skills and a knack for always finding the right tone
- Have a strong drive for results and the ability to motivate and influence others to meet deadlines
- Ability to think clearly and ruthlessly prioritize
- You leave your ego at the door and are a good human being with a bend towards empathy and a deep care about the impact you have in the world and among the people around you.
- A positive attitude and sense of humor - we can take ourselves seriously here at cleancult, but often don't like to.

## Compensation & Perks

We offer competitive start-up rates with access to substantial equity upsides and an opportunity to work with executives from top companies including Method Products, Babyganics, Candid, Google, Barkbox, and more.

Perks include:

- Tech enable worked flow including EDI, Inventory Management, etc
- Semi in house 3PL
- A competitive salary and equity options.
- High-quality cleaning products - an unlimited amount!
- Benefits and flexible vacation policy.