

## Channel Manager – Marketing / Growth Team (Remote, U.S.)

### Role summary

As OhmConnect is looking to grow our user base to 10% of California households over the next few years, and this role will be at the forefront of doing that. We are looking for a flexible and versatile Channel Manager who will be responsible for the success in launching and managing customer acquisition channel partner programs. This person will deeply understand our core customer audience (B2C) and work to identify and build relationships within channels to market and acquire new users. The Channel Managers' responsibilities include identifying and building relationships with marketing partners, tracking and analyzing performance, and enhancing both the process and outcomes of partnerships and growing the channels over time. If you are motivated and results-driven and enjoy working in a team environment, we'd like to meet you.

### Who we are

OhmConnect was created to improve the lives of people and the health of the planet by reimagining the way we use energy. We are tackling such a grand challenge by solving massive inefficiencies in energy markets, changing how people use and view energy, and connecting smart homes with the smart grid.

At OhmConnect, we build products that connect deeply with consumers and invite them to take action to positively impact the planet, their communities, and their own finances. We are looking for a driven, empathetic, and curious product manager with experience in IOT and device hardware, to join our growing Product team supporting our automation efforts through device integrations and hardware optimization.

### What you will do

- Oversee all operations, development and budgets for each program
- Manage ongoing relations with vendors or partner organizations
- Recommend improvements and present ideas for new enhancements to increase performance and program economics
- Schedule tasks and project components as necessary, including coordinating with multiple internal and external stakeholders
- Resolve issues to keep programs operating and achieving desired outcomes
- Ensure compliance with all relevant contractual commitments for each program
- Prepare reports on the programs' status and results for key stakeholders

- Contribute to the overall OhmConnect strategic approach to user growth and channel partnership
- Manage and report out on A/B tests through channels
- Project management of new launches, coordination across internal and external teams

### What you will bring

- Proven experience driving significant growth as a program coordinator, account manager, marketing manager or similar role
- Experience in project management and developing ongoing partner programs
- Tech-savvy with working knowledge of project management software (e.g. Confluence, JIRA)
- Strong organizational and leadership skills
- Exceptional communication skills, including both verbal and written
- Analytical thinking
- Problem-solving aptitude
- Bachelor's Degree or equivalent experience
- Fluency in Spanish is a plus

### What you will get

- We have a remote work environment. We are a 'work-from-anywhere' business with (post-COVID) monthly in-person team-building days and quarterly retreats based primarily in the San Francisco Bay Area.
- Outstanding benefits package, stock options, and salary commensurate with experience.
- Equal Opportunity Employer who is committed to supporting equality and diversity in our offices.
- Real and lived work-life balance. Company perks include unlimited vacation (which our C-level team actively encourages everyone to take!), commuter benefits, parental (both maternal and paternal) leave benefits.
- Opportunity to be part of a mission-driven startup that's building a carbon neutral world.

### How to apply

- Submit a resume and cover letter to [recruiting@ohmconnect.com](mailto:recruiting@ohmconnect.com)
- OhmConnect welcomes and celebrates talent from all backgrounds, perspectives, and walks of life to foster an innovative and diverse workforce. We strongly encourage you to apply even if you don't meet every qualification. Come as you are and learn about the exciting opportunities on our team.



#### EQUAL OPPORTUNITY EMPLOYER

Individuals seeking employment at OhmConnect are considered without regard to race, color, religious creed, sex, national origin, citizenship status, age, physical or mental disability, sexual orientation, marital, parental, veteran or military status, unfavorable military discharge, or any other status protected by applicable federal, state or local law