



SENIOR MANAGER, GROWTH PLANNING

At Maiden Home, we're growing our team of mission-driven, customer-obsessed, design lovers here in NYC. If you're excited to be a part of a revolution of furniture retail-and game to join one of the fastest-growing brands in the industry—we'd love to hear from you. When you join the team, you'll enter a workspace that encourages innovation, creative expression, and teamwork.

As our analytical and accountable Senior Manager of Growth Planning, you will drive investments across the portfolio that position Maiden Home to achieve our growth objectives and meet our customer promise of industry-best lead times. Reporting to our VP of Operations, you will drive product category expansion and merchandising decisions by developing action-oriented insights on Maiden Home's portfolio performance. Further, you will own capital efficient investments on Maiden Home's balance sheet to meet customer demand. You will also build our SKU-level forecast and activate partners to invest in support of our sales targets and lead times.

The ideal candidate is a self-starter that is commercially-minded with strong financial acumen and a deep analytical skillset. They are highly collaborative with strong executive presence that enables effective engagement of cross-functional stakeholders and external partners.

This role is located at our New York headquarters, located in the TriBeCa design district.

What you will achieve:

- Activate new and existing partners to deliver on Maiden Home's customer promise and unlock growth in new categories
- Efficiently invest Maiden Home's capital in support of our financial and strategic objectives
- Build and own a dynamic growth forecast that serves as a source of truth for the company and our network of partners

What you will do:

Forecasting & capacity

- Build and maintain SKU-level forecast for all programs, materials and swatches
- Evaluate mill and manufacturing partner network capacity, making recommendations on program allocation and counter-sourcing to deliver on projected growth, as well as working capital efficiency and margin opportunities

Inventory & assortment

- Own working capital investment for materials and finished goods to deliver on customer experience priorities, growth objectives, and financial targets
- Drive manufacturing partner accountability for investment in Maiden Home materials and components to meet growth objectives and lead time promise to customers
- Activate the mill partner network to optimize economics and ensure in-stock position for all Maiden Home SKUs
- Own swatch planning, production and fulfillment to achieve 100% in-stock status across SKUs
- Support merchandising decisions across programs and materials through in-depth analysis of customer sales and market trends

Network relationships

- Effectively engage key players at mill and manufacturing partners to ensure network is resourced to support Maiden Home scale and launch of new product categories
- Drive partner negotiations across the network working with Operations Strategy team to optimize Maiden Home's working capital investment

Who you are:

- 5-7 years of professional experience in an analytical and strategic role with P&L ownership and responsibility for working capital management
- Structured problem-solver - able to evaluate opportunities through a financial, operating, and customer lens and understand key interdependencies across the decision set
- Collaborative, cross-functional team player - experience managing internal and external partners and aligning stakeholders on solutions that support Maiden Home goals
- Strong commercial mindset – able to extract trends and translate strategic objectives into financial and operating forecasts
- Continuous improvement and results-oriented - relentless focus on customer experience and elevating the Maiden Home brand

Benefits

- Competitive compensation package, & unlimited PTO
- Choice of medical, dental and vision insurance plan, including one option where up to 88% of the premium is covered by Maiden Home
- Furniture placement program & company discount
- Pre-tax commuter benefits
- 12 weeks parental leave
- 3-week paid sabbatical after 3 years
- Access to robust learning opportunities, such as one-on-one professional coaching and supplementary education
- Strong, growing company culture, including frequent happy hours and other team-wide and company-wide events

About Maiden Home

Maiden Home is a new concept in custom furniture that will forever change the way consumers shop for their homes. We offer high-quality pieces made by the best American craftsmen and delivered at prices and lead times unheard of in custom furniture.

Since launching in 2017, Maiden Home has been featured in Architectural Digest, Fast Co, Forbes & Bloomberg, to name a few. Backed and led by seasoned executives in e-commerce and retail, and embraced by a nationwide community of consumers and designers, Maiden Home is on its way to forever transform the home furnishings industry.

Maiden Home is proud to be an equal opportunity employer. We are committed to building a diverse and inclusive culture. We do not discriminate on the basis of race, religion, color, national origin, gender, gender identity, sexual orientation, age, marital status, disability, protected veteran status, or any other legally protected characteristics.

To apply, please send your resume to careers@maidenhome.com