



At Korko, we're revolutionizing children's play with sustainability and education at our core. A joint venture between Hape, a leader in sustainable toy manufacturing, and Amorim, a top cork producer, Korko is on a mission to replace plastic toys with eco-friendly, CO2-negative cork alternatives.

We're driven by creativity, quality, innovation, and a deep commitment to educating through play.

Join us at Korko, where your work makes a world of difference in children's lives and the environment! To expand our Team we are looking for:

Sales and Brand Development Manager (m/f/d)

Your role involves expanding our unique cork-based products to children's rooms worldwide, leveraging Hape's global network of offices and distribution partners. You'll not only boost sales but also contribute to reducing CO2 emissions with every Korko product sold. Your responsibilities include brand enhancement through innovative product development and smart marketing strategies. You'll lead a dynamic team, driving sales growth, brand awareness, market share, and the overall success of Korko.

Key Responsibilities

- **Sales Development:** Utilize Hape's network to globalize the Korko brand and escalate sales. Explore unconventional avenues beyond the traditional toy market.
- **OEM & Private Label Development:** Establish revenue streams with major accounts by developing custom-branded cork products.
- **Product Development:** Lead the journey from conception to market, collaborating with Hape's designers and Amorim's technicians.
- **Product Launches:** Ensure strategic product placement for optimal market impact.
- **Market Analysis:** Utilize data to refine strategies and enhance performance.
- **Data Analysis and Performance Measurement:** Employ analytics and KPIs to evaluate and improve joint venture operations.

Qualifications

- Proven track record in brand management and sales.
- Passion for sales and inspiring customers.
- Strong analytical skills, capable of conducting thorough market research.
- Exceptional project management and leadership abilities.
- Creative mindset with a keen interest in innovation in the children's toy industry.
- Outstanding communication and interpersonal skills.
- Preference for candidates with global market experience.