

### **Role: Executive – Operations (GT Market)**

The organisation develops innovative educational games, art & craft activities, learning resources and STEM toys that build core skills in children through the joy of play. We have been growing exponentially since we launched in 2017 and have hit several milestones:

- Sold 5,000,000+ units across 20+ countries.
- Hit the No 1 Rank on Amazon USA across the entire Toys & Games category.
- Bestselling brand on Amazon with 150,000+ global reviews with an average rating of 4.6 stars.
- Offline roll out across 15,000 global retailers including Walmart, Target, Hamleys & Smyths.
- Awarded the Global SMB of the Year by Amazon.
- Raised \$25 Million in venture capital from marquee global investors (Sequoia and Sofina).
- Founder was featured in the Forbes 30 under 30 Entrepreneur List.
- Team of 200+ across California, Texas, and Mumbai.

Our sister concern is a market leader in the global packaging industry with 12 manufacturing facilities based in India and revenues of over \$300 Million. This gives us a unique competitive advantage from a supply chain perspective as we are fully vertically integrated. We have leveraged this to build a product development process that is 5X faster than incumbent brands in the category.

### **The Role**

- Business generalist role with responsibilities ranging from operations, Coordination, data analysis, reconciliation of data & marketing.
- Manage Logistics & Supply Chain Management
- Coordinate with Sales team and distributors while processing the orders, inventory mapping and delivery.
- Monitor expenses, understanding of price breakups, track sales & forecast.
- Responsible for projecting demand and developing strategic plans to optimize inventory levels and ensure timely product availability.
- Think of innovative ideas to boost business processes efficiency.
- Maintain a healthy relationship with all the stakeholders.

### **You're a good fit if you:**

- Proficient in Advanced Excel.
- Good at communication and negotiation skills.
- Have a sense of ownership & problem-solving attitude.
- Can understand processes, structures and potential loopholes in the system.

### **Preferred Experience:**

- Overall, 2 years of experience in Operations.

### **Work Location:**

- Worli, Mumbai

**Interested candidates please send your cv at:- [contact@pmspl.net.in](mailto:contact@pmspl.net.in)**