MARKET ACCESS MANAGER

Nest is a non-profit supporting the responsible growth and creative engagement of the artisan and maker economy to build a world of greater gender equity and economic inclusion. Through a suite of holistic programming, Nest is reimagining the future of work and advocating for the interests of overlooked artisan and maker businesses to advance gender equity and deepen economic inclusion for women and vulnerable populations in the United States and around the world. Nest supports over 1,650 micro and small businesses as they develop their operations to access meaningful market opportunities and achieve long-term success.

This Market Access Manager will support the development and implementation of Nest's market access programs and sourcing initiatives for our artisan and maker community. As part of Nest's Communications and Advocacy team, this role will collaborate directly with brand and corporate partners as well as artisan and maker businesses, and will be responsible for facilitating income generating programs for artisan beneficiaries. Providing resources and support to artisan businesses to ensure successful implementation of programs and financial impact will be core to the Market Access Manager's success.

The Market Access Manager will report to Nest's Director of Brand Strategy & Sourcing, and will work cross-functionally with Nest's programming and partnership teams to achieve these goals.

Qualified candidates should have a deep understanding of design industry trends and goals (home and fashion), including knowledge of handcrafted products and current brand and design priorities. Candidates should be highly organized, operations-focused, creative problem-solvers with the ability to thrive in a fast-paced, entrepreneurial environment.

Specific responsibilities include but are not limited to:

Administration of the Next x Madewell's Hometown Heroes Collective Program (50%)

- Overseeing the implementation of the Nest x Madewell’s Hometown Heroes Collective program, ensuring timelines and deliverables are met
- Recruit makers into the program, ensuring diversity and inclusion standards are met, and introducing new innovative products
- Support the onboarding process of makers onto Madewell's marketplace platform
● Manage the learning and training programs pertaining to makers' success in the program as well as their overall business acumen

● Collaborate with Nest's Artisan Learning & Development team to secure mentorships from members of Nest Expert Network for makers in the HHC program

● Collaborate with Nest's Director of Content & Creative to publicize makers' participation in the program through social channels and press

● Develop the community of makers in the program (present and alumni) through collective building moments and opportunities throughout the year

● Support the continuation of Nest's engagement with makers in the program through our Makers United programming

Nest's Market Access and Sourcing (50%)

● Lead the research and artisan / maker business communications for sourcing initiatives based on brand's goals, including but not limited to curated sourcing reports, product fairs, and custom presentations

● Organize and create sourcing reports, Airtables, and other digitized forms showcasing product and artisan business information with support Nest's Graphic Designer as needed

● Support with other corporate partners’ maker /artisan programs and initiatives, including managing the onboarding of participants, collaborating with field consultants, coordinating the operations for program implementation

● Support the growth of Nest's core market access programs for members of the Nest Artisan and Maker Guild, including the facilitation of onboarding of makers onto online direct-to-consumer channels and B2B program partnerships

● Manage Nest's Sourcing Impact Tracker by liaising with artisan and brand partners to accurately capture Nest's financial and social impact

● Manage and regularly update Nest's sourcing database through engagement with Nest Guild members to keep records current and organized

● Collect artisan / maker photo assets and artisan testimonials to contribute to the creation of media kits together with Nest's Brand Sourcing Manager

● Coordinate invoices and payments from field consultants and artisan / maker invoices with Nest's Director of Finance

Experience & Qualifications

● BS/BA in Merchandising, Product Development, Buying, or similar field experience preferred
● 5+ years of merchandising or product development experience, with at least 2 years of experience working in with brands and SMEs
● Exceptional project management skills with an emphasis on relationship-building and operational & process improvement
● Excellent written and verbal communication skills and ability to translate design concepts and inspiration into creative and innovative presentations
● Excellent people and management skills to interact with artisan and makers, colleagues, cross-functional teams and third parties
● Ability to develop, organize, and maintain process documentation
● Ability to create, update, and maintain training documents
● Ability to work in a collaborative, cross-functional capacity
● Ability to effectively prioritize and manage time to address multiple responsibilities in a fast-paced, dynamic environment
● Metrics-driven and analytical; proven ability to prioritize, drive, and achieve results through self and others under time pressure
● Proficient in Microsoft Office, Powerpoint, Adobe, Canva, and project management tools (Slack, Asana, and Salesforce)

Salary and Benefits

Nest offers competitive salaries determined using nonprofit salary rate guides published annually in major US cities. The salary will ultimately be determined based on previous experience and geographic location of the selected candidate, with an expected range between $55,000 to $75,000.

Additionally, Nest provides an annual contribution of 10% of your salary directly into a SEP IRA retirement account on your behalf, with no matching required. For full time employees, Nest provides full medical insurance coverage (medical, dental, vision) and covers 50% of dependents. One vacation day is accrued each month (annual total of 12 days) plus an additional 20 pre-set PTO days are given which include holidays and a one week winter break at the end of December through New Year’s Day. All travel costs, when required, will be covered by Nest.

Instructions for Applying

To be considered, please send your interest to amanda@buildanest.org and we will send instructions for completing your application. The subject line should include your name and the position title.