

Mountain Warehouse: Channels Manager (Amazon EU - Mat cover) – 12 months Jul 2022

Role Overview

Mountain Warehouse's Channels business is a high growth, international eCommerce operation contributing significantly to total online revenue. The team focuses on growing the Mountain Warehouse business across third party channels (e.g. Amazon, eBay & Next) in the UK, EU, US, Canada and Asia-Pacific, plus new international channels where there is untapped potential.

Joining an established, experienced team and reporting to the Head of Channels, the successful candidate will have responsibility for trading our Amazon EU channels. They will be expected to contribute innovative ways to drive profitable growth, streamline our operations and enhance our customer experience.

They will also be responsible for managing our new season critical path & line managing our content team in product optimisation.

This is a fantastic opportunity to work in a hands-on, commercial role with real autonomy and responsibility in a growing business area.

This role requires working with multiple stakeholders across different departments including IT/Tech, Customer Service, Buying & Merchandising, Catalogue and Finance. We are looking for a bright, analytical and ambitious individual who is ready to hit the ground running.

What you'll be doing

- Leading trading activities across our EU channels, taking actions to boost revenue and/or bottom-line performance, incl. stock management, pricing and promotions
- Leading reporting and data analysis to identify and escalate areas of under and over performance
- Responsible for Amazon EU P&L's, feeding into monthly finance meetings & executing actions to improve bottom line profitability.
- Line manage our Channels content team of 2 who are responsible for optimising our web content specifically for Amazon & other channels
- Support & facilitate development opportunities for direct reports
- Own new season critical path's, ensuring task owners execute in a timely manner
- Manage stock levels for Amazon EU FBA, organise replenishments & working to reduce overstocks
- Monitoring core marketplace KPIs and account health, escalating and resolving performance issues as and when they arise
- Contributing to channel paid search (a.k.a. PPC) strategy across EU marketplaces
- Building effective working relationships with internal and external stakeholders

We would love to meet someone with

- 3-5 years' experience in eCommerce, preferably in marketplaces (Amazon, eBay, Zalando, other) or an eCommerce trading role
- Experience of directing or executing content strategy
- Strong data analysis skills with intermediate/advanced knowledge of excel (and/or SQL)
- Line management experience
- Excellent written and verbal communication skills
- Demonstrated ability to work across different functions and teams, delivering strong results through influence
- Additional European languages beneficial

You must be able to demonstrate:

- Passion about online businesses, eCommerce and sales
- The ability to learn quickly and in a changing and fast paced environment
- Target-driven and self-motivated individual who is a team player
- The ability to effectively prioritise and multi-task while working autonomously

12 month contract with potential for short term extension