

Mountain Warehouse: Channels Executive

Dec 2021

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 marketplaces in the UK, EU, US, Canada and Asia-Pacific, plus alternative models, such as concessions, where there is untapped potential.

Joining an established, experienced team, the successful candidate will have a core role in assisting with our expansion strategy as well as the opportunity to help implement new, innovative ways to drive profitable growth to our existing businesses, streamline our operations and enhance our customer experience. This is a fantastic opportunity to work in a hands-on role & gain experience across a broad array of channel & e-commerce functions.

This role requires working with multiple stakeholders across different departments including Supply Chain, Customer Service, Buying & Merchandising, Catalogue and Finance. We are looking for a bright, analytical and ambitious individual to build their career with our Marketplace's team.

What you'll be doing:

- Assist in trading activities across several marketplaces, taking actions to boost revenue and/or bottom-line performance, incl. stock management, pricing and promotions
- Lead reporting and data analysis to identify and escalate areas of under and over performance
- Assist in channel specific supply chain functions, helping to replenish stock at marketplace DCs
- Monitor core marketplace KPIs and account health, escalating and resolving performance issues as and when they arise
- Identify, assess, and implement opportunities to improve revenue and/or bottom-line profitability
- Support launches of new marketplaces and new product development
- Participate in content creation and SEO across all marketplaces
- Build effective working relationships with internal stakeholders

We would love to meet someone with:

- 1-2 years' experience in eCommerce, preferably in marketplaces (Amazon, eBay, Zalando, other) or an eCommerce role
- Strong data analysis skills with intermediate/advanced knowledge of excel (and/or SQL)
- 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
- Analytical, data driven mindset
- The ability to effectively prioritise and multi-task while working autonomously