

## Mountain Warehouse : Business Development Manager (eCommerce Marketplace)

### April 2022

#### Role Overview

Mountain Warehouse's eCommerce business is a high growth, international operation that significantly contributes to total group revenue via direct-to-consumer websites, third-party marketplaces and digital concessions.

As part of our digital acceleration we have launched an on-site marketplace platform. This will expand our third-party brand offering and offer our customers more choice.

As one of the first hires into the MW Marketplace team, the **Business Development Manager (eCommerce Marketplace)** will be critical to rapidly scaling our marketplace offering. You'll be responsible for identifying and acquiring third-party sellers and will work closely with the Onboarding and Account Management teams to ensure long-term success. You will need to be able to build and improve the tools used during the seller acquisition process and report on pipeline progress.

This is a hands-on role at the heart of our eCommerce expansion strategy and is well suited to someone who can develop strong relationships and deliver against commercial targets. This is a fantastic opportunity to join the team at an early stage, with real autonomy and responsibility in a new business area.

#### What you'll be doing

- Lead strategic seller prospecting and acquisition through relevant channels
- Accelerate the lifecycle from first touch to win and support seller onboarding and launch to maximise our customer offering
- Work with Buying, Brand and eCommerce functions to maintain our third-party seller strategy
- Increase penetration to prospecting through effective messaging, outreach, and prioritisation strategies
- Build and improve the seller sales processes, reporting and tools
- Present ideas and updates to all levels of seniority

#### We would love to meet someone with

- 3+ years eCommerce sales and business development experience with a record of hitting and exceeding KPIs
- Experience running a sales pipeline and the ability to effectively manage multiple relationships at a time
- Outstanding written and verbal communication and negotiation skills
- Passion for eCommerce and an understanding of marketplaces
- The ability to effectively prioritise and multi-task while working autonomously
- Experience working in a startup or a new business area would be an advantage
- Previous experience of marketplaces or third party vendor management highly desirable