

Overview

At Mountain Warehouse, Ecommerce is central to our ambitious multichannel and international growth strategy .

The eCommerce Trading team runs day-to-day and long term trading activity globally for Mountain Warehouse across 11 UK and International sites. The team is responsible for pushing online growth for the business, leading the optimisation of sites whilst maximising conversion, sales and profitability.

Our International markets play a key role to our global eCommerce growth with sales increasing three-fold in the last 5 years. And this is just the beginning! Ecommerce Trading Executive will be a critical driver of insights and strategy in those markets. This role has a primary focus on developing a competitive offer to continue improving customer journey and building brand awareness and loyalty.

What you'll be doing

- Support the delivery of the online trading strategy and budget for online channels.
- Analyse and report on weekly/monthly performance, drawing insight and making trade recommendations that drive growth whilst being comfortable presenting findings in meetings and via email to senior stakeholders.
- Maintain the eCommerce trading calendar alongside Catalogue team, suggesting new promotions and trading opportunities.
- Analyse pricing strategies and promotional activities alongside competitor s' pricing to ensure competitiveness and profitability.
- Integrate with B&M departments working alongside our range review calendar and support Trading manager with in-depth analysis to influence eCommerce buy .
- Using our 3rd party merchandising platform to make recommendations for search terms and page rankings at key points in the season.
- Develop an extensive knowledge of Mountain Warehouse product through conducting daily website audits to ensure that sites are optimised and performing to their full potential.
- Develop relationships and insights with/from merchandising, Catalogue and marketing teams to drive commercial performance and be informed about product ranges.
- Run regular intake reviews to ensure we are in the best possible stock position at key times of the trading calendar.
- Work closely with Catalogue team to action commercial activities, maximising key trading periods and day-to-day site performance
- Work alongside the marketing and acquisition & retention teams to maximise performance of promotions, campaigns and seasonal best sellers.
- Providing ad hoc analysis using our data warehouse and other analytics tools for insights on any issues or performance, reporting to the trading team and following up solutions

- Be the first port of call for all things eCommerce working in partnership with wider web team to execute .

We'd love to meet someone with

- Strong analytical skills to analyse data and identify trends with a good knowledge of Excel.
- Detail-oriented with the ability to manage multiple projects and priorities simultaneously.
- Strong team working & communication skills
- Min 2 years of eCommerce background in a similar role

What's in it for you?

- Competitive salary and benefits package
- Holiday allowance
- 50% staff discount & 25% for family and friends
- Pension scheme

In 1997, we launched Mountain Warehouse to make the outdoors accessible to everyone by offering value for money product and exemplary customer service.

The outdoor industry had become very jargon heavy and we wanted to create a brand that would cater to our mothers and our neighbour 's kids as well as seasoned professionals who understood the technology.

Our expansion since then has seen the brand grow and the product evolve, but the small family business that makes MW special has remained. Great product is at the heart of everything we do.

As we expand internationally we employ a team of dedicated diverse people to offer our valued customers the best possible experience when visiting our stores, shopping online and putting our range through its paces.

Welcome to our journey !