

Key Account Manager (m/f/d) E-Commerce (Amazon-Marketplace) - REF89712X

Descrição da função

Ready to shape the future of digital commerce across Europe? Join us and lead innovative e-commerce strategies that drive growth and performance across multiple channels!

Key Responsibilities:

- Develop and execute structured Ecom Sales plans aligned with global and regional strategies
- Drive online sales across B2B portals, D2C platforms, and marketplaces like Amazon and Bike24
- Lead digital campaigns and activations in collaboration with the EMEA Sales Team
- Optimize product listings, pricing, and digital shelf visibility
- Analyze sales data and KPIs to boost conversion and performance
- Own revenue targets and coordinate with internal and external stakeholders for operational excellence

Requisitos

- Bachelor's degree in Business, Marketing, Digital Commerce, or related field.
- Several years of experience in E-Commerce Sales or Digital Business Development.
- Strong understanding of E-Commerce platforms, digital funnels and performance marketing.
- Passion for cycling and understanding of the cycling community and buying behavior.
- Experience with marketplaces, CMS systems and analytics tools (e.g., Google Analytics, Power BI).
- Interest in AI technologies and their application in digital sales; experience with AI-based tools is a plus.
- High level of self-organization and ownership with results-driven mindset.
- Fluent in English and German; additional European languages are a plus.
- Willingness to travel up to 30%.

Applications from severely handicapped people are welcome.

O que oferecemos

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:

- Training opportunities



Identificação da vaga
REF89712X

Área funcional
Marketing and Sales

Local
Köln

Nível de liderança
Leading Self

Modalidade de trabalho
Remote Job

Contato
Torben Schilke

Pessoa jurídica
Continental Reifen Deutschland GmbH

- Mobile and flexible working models
- Sabbaticals
- and much more...

Sounds interesting for you? [Click here to find out more](#)

[Diversity, Inclusion & Belonging](#) are important to us and make our company strong and successful. We offer equal opportunities to everyone - regardless of age, gender, nationality, cultural background, disability, religion, ideology or sexual orientation.

Network with our Recruiter [Torben Schilke](#).

Ready to drive with Continental? Take the first step and fill in the online application.

Quem somos

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2024, Continental generated sales of €39.7 billion and currently employs around 190,000 people in 55 countries and markets.

With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.