

Ecommerce Key Account Manager

Descrição da função

[\[Job Description\]](#)

B2B2C strategy

Plan and execute effective eCommerce strategies

Proceed and implement sales programs designed to improve sales volume achievement

Proceed and implement the eBusiness model

Deploy industry best practices by integrating and driving sales to responsible eCommerce platforms

Account Management

Daily operation of order, shipping, billing to optimize customer operation experience.

Collaborative forecasting

Customer complaint

Ensure correct reconciliation and rebate calculation and related financial figures

Work as strategic partner to ensure the sales volume achievement cross responsible eCommerce platforms

Maintain and develop close relationship with responsible eCommerce platforms

Reporting

Create impactful reporting and work with key stakeholders to ensure the insights drive action and better decision making

Regular monthly and milestone reporting, following the defined timing, content, and quality requirements.

Follow the company standard reporting requirement to provide inputs on time with right quality.

Project Management

Build high-effective relationship with responsible EC platforms and be familiar with the platform operation mode and be sensitive to business intelligence of industry/platform/competitors.

Responsible of trading plans and promotional calendar for B2B2C -



Identificação da vaga
REF98630A

Área funcional
Marketing and Sales

Local
Xangai

Nível de liderança
Leading People

Modalidade de trabalho
Onsite Job

Contato
Brenda Luo

Pessoa jurídica
Continental Tires Co., Ltd.

linked to campaign calendar and focusing on key events and trading periods.

Be able to lead and execute eCommerce project/initiatives to secure the achievement of company target

Be able to inspire cooperation and coach the junior team members to achieve the business goal

Any ad hoc project assigned by management team

Team Management

Set clear vision and goals for the team to ensure target achievement

Engaging and motivating the team to achieve a high involvement in the day-to-day operations

Team developing & regular performance review

Collaboration

Balance the development with other channels

Encourage the cooperation with multifunction

Others

Other ad hoc tasks assigned by supervisor

Other Project initiation and implementation

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Requisitos

College degree or equivalent preferably marketing or commercial or Engineering background

Good in English and communication

Experience in managing EC stores and conducting business

5 years working experience on channel & e-business with multi-national company is a plus, within Auto industry is a plus

Vendor management experience with advanced supply chain management knowledge is a plus

Process experience of retail operation

Advanced experience in cooperation with external customers and vendors

Team working experience

O que oferecemos

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Quem somos

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