

# United Kingdom Jobs Expertini®

## Account Manager Amazon

Apply Now

Company: Helen of Troy

Location: United Kingdom

Category: other-general

We have an immediate UK based opening for an:

### Account Manager (Amazon)

#### Look around your home, and you'll find us everywhere:

In your kitchen, living room, bedroom, bathroom, garage and outdoors. We are already making your everyday lives better. How are we achieving this? We are powered by knowledgeable, enthusiastic, and forward-thinking people committed to developing a culture of inclusion. And whether you are just starting your career or in need of a new challenge, we recognize, develop, and empower talent!

**Helen of Troy**(NASDAQ: HELE) is a global designer, developer, and worldwide marketer of well recognized and widely trusted brands including , , , , , , , , , and .

Together, we build innovative and useful products that elevate people's lives everywhere every day!

#### About the role

As the sales Account Manager you will develop the Sales on the Amazon platform for WB in Europe. You will serve as the primary point of contact for all matters related to Amazon, both within Helen of Troy and externally.

You will oversee Amazon operations in all active countries, including the UK, Germany, France, Italy, Spain, the Netherlands, Belgium, Sweden, Poland.

The primary objective is to significantly increase our market share through sustainable and profitable sales across all Wellness & Beauty categories. Achieving this goal necessitates a comprehensive understanding of Amazon's operational framework across various

organizational levels, as well as a thorough knowledge of effective digital activation programs and their implementation strategies.

### **What you'll do in the role**

#### Strategy & Business Expansion

Develop new business opportunities to maximize short and long-term profit potential

Successfully implement Commercial Strategy to gain revenue

Define portfolio optimization, category growth and analysis

Work with the different teams to build our 3 years development growth plan with Amazon

Actively participate in the Global account team.

Lead the strategy within existing accountabilities to better align the business across the whole of EMEA, identifying and utilizing synergies across sales teams

Ensure improvement projects with logistic experts

Lead conversation on business model for hybrid markets (MEA) and Direct Imports

#### Account Management

Vendor Manager & Brand Specialist daily negotiation and relationship building. Implementing yearly agreements done by Sales Director.

Accountable for Amazon business metrics (PCOGS, net receipt, LBB, VLLT)

Manage & Monitor KPI's to meet Amazon sales equation (GV / Conversion / ASP / LBB ) per market.

Steer all the digital sales tools with appropriated teams (AMS, Vine, Content...) that allow sales to improve on Amazon

Vendor Central expert: Keep abreast of intranet inside out, prices, ARA, order intake, EDI implementation, agreements, chargeback management, Vine, etc...

#### Activation plan

Work with digital marketing and demand teams to build integrated annual promotional plan

Lead with AMS Manager & dedicated agency for key markets and develop investment planning

Develop ROI dashboard to ensure incrementality and profitability for promotions, events, AMS...

Supply chain & Logistic

Forecast: own the unit forecast working directly with demand team.

Liaise with supply chain and Amazon InStock managers on product forecast to anticipate Amazon demands and peak periods in order to maximize service level and reduce Out of stock.

Track & Support Director of Sales

Periodically reporting on pre-defined KPI's (invoice sales, trade, ACM)

Presenting and implementing gap-closing initiatives in case needed

Track price enforcement in the market across 1P-3P

### **What will help you do the job well**

Essential:

University Degree or comparable commercial education with at least > 7+ years' Account Management experience' within (international) FMCG or CE, preferably A-brands

Proven track record managing retailers

Excellent knowledge in Retail scene

Budget & reporting skills.

Excitement about joining a midsize yet growing company with fast-growing brands!

### **About you**

Our ideal candidate is a self-starter, driven and passionate individual with exceptional communication skills. You have the flexibility to work in a small yet fast-growing organization, possess strong analytical and detail-oriented thinking, can work with a good level of autonomy and foster relationships with cross functional teams.

### **About us**

Many of our products rank as #1 brand in their category- we are proud to be market leaders. Behind all these achievements stand exceptionally talented and passionate associates. We

are a dynamic mid-size multinational company that offers challenges and opportunities equal to your talents and abilities. Our 15+ locations elicit unique team cultures; our powerful brands are marketed in approximately 75 countries.

If you want to join us on this journey you can find out more on [/emea](#). You can also find us on our career website or on , , , and .

### **What do we offer?**

Competitive compensation package depending on experience and skills

Flexible work policy with regards to working hours and work from home

Modern office with collaborative workspaces

Employee assistance counselling line

Employee discounts on all our EMEA products

Lunch and Learns, a super motivated Learning & Development team delivering hard and soft skills training to challenge yourself and full access to a learning platform, where you can choose over thousands of courses to satisfy your hunger for knowledge.

Company closure between Christmas and New Year's

Employee Stock Purchase Plan

The chance to work in an international, diverse, and inclusive environment!

### **Sound like a perfect fit?**

If you're seeking an exciting professional position in a dynamic international environment and be empowered to inspire fresh ideas, then **Helen of Troy wants to get to know you!**

**Next Steps:** We will ask you to complete a **quick survey** as we would love to get to know you by learning more about your experience and skills. If your application is selected, we will reach out to you ASAP for a first **informal introductory call** .

**#LI-Hybrid**

**#LI-CB1**

**#LI-HL1**

Founded in 1968, Helen of Troy is a prominent player in the global consumer products

industry, offering diverse career opportunities across North America, South America, Europe, and Asia. We boast a collection of renowned brands such as OXO, Hydro Flask, Osprey, Honeywell, PUR, Braun, Vicks, Hot Tools, and Drybar – many of which rank #1, #2, or #3 in their respective categories, making the Helen of Troy name synonymous with excellence and ingenuity.

At Helen of Troy, our strategy involves acquiring brands that we can integrate and enhance, amplifying their unique attributes to drive growth and profitability. Embracing a culture of collaboration internally and externally, we are committed to providing innovative solutions tailored to consumers, operational excellence, global scalability, and exceptional shared services to support our brand portfolio. This dedication to fostering development and success sets Helen of Troy apart as a pioneer in the industry, propelling our brands to unparalleled heights of success and recognition worldwide.

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