

Senior Amazon Account Manager

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Company: Dynergy Ltd

Location: London Area

Category: other-general

Want to join one of the UK's fastest growing Amazon sellers? We are Dynergy, one of the UK's fastest growing Amazon sellers. We own seven brands across home, garden, travel and lifestyle, selling thousands of top-rated products a day across Amazon and other online marketplaces in the UK and across Europe. With an Amazon account generating over £20m in revenue and consistent 100%+ growth year on year, we are looking to expand our Marketplace team. Our future is ambitious and exciting, with a strategic plan to develop new brands, launch new products, and expand into new regions and new platforms. Who are we looking for? We are looking for a passionate, data-driven Amazon Account Manager to join our team, and spearhead our growth and expansion on Amazon and into new regions and platforms. This role will enable you to work in-house, across a portfolio of home and lifestyle brands, with the freedom to demonstrate your commercial acumen and entrepreneurial spirit to drive revenue and profitable growth. You will work closely with our CEO-founder, and collaborate daily with our key suppliers, Graphics team, PPC teams and merchandising and logistics teams, to grow our Amazon account, launch and innovate our products and brands, and help the business achieve its ambitious growth strategy. If you love Amazon, eCommerce, consumer products, fast growing entrepreneurial businesses this is the place for you. Have you got what it takes? Our Ideal Candidate Would Be Someone Who Has/is... Demonstrable Amazon experience with a focus on managing and being responsible for the P&L of a portfolio of branded products of £3m+ in revenue, driving high volumes of revenue and year on year growth. You could have worked in-house for other brands or at an agency. Commercially-minded with a real hunger to continuously achieve maximum

revenue and profitability. You get excited by the opportunity to seek new product niches, increase sales, perfect existing lines and overcome hurdles to stay ahead of our competitors. Minimum of 4 years of Amazon Seller Central account management experience, and an expert when it comes to listing creation and optimisation, FBA operations, case log and account & health management. You have proven success in launching new products on Amazon, from identifying new niches, sourcing, and quickly achieving a top 10 ranking. Experience in launching across new regions across Europe, and/or across new platforms such as tiktok. (this would be a bonus, not essential) Seeks perfection in our products and their listings. Has a good eye for detail for product branding, imagery and copywriting. A good team player, with the ability to coach and manage other employees to develop their skills and further their careers at Dynergy. Able to work across different teams in the business and our wider network of suppliers, to improve processes and maximise efficiency. Able to work with large sets of data and make informed decisions based on data. Able to work on site in North-West London (NW10) (Potential for hybrid roll after probation period) Fluent in English

What will you be responsible for?

- Complete ownership and accountability of our Amazon Account across all brands, to deliver revenue and profitability growth.
- Product launches - Overseeing and working closely with our listing creators, graphic design teams and merchandising teams to manage successful product launches.
- Listing optimisation - Continuously oversee and optimize product listings using strong knowledge of keyword research, Amazon algorithms and product search rankings to ensure maximum exposure of our products.
- Working closely with buyers and suppliers to ensure timely listing of new products.
- Product development - conducting competitor analysis to identify new growth and high margin SKU's to stock. Bring new ideas to the table in terms of product innovation and diversification.
- Stock Management - full management of all FBA shipments and stock replenishment. Inventory management & replenishment coordination with buying teams.
- Marketing - Work alongside our PPC specialist to create and manage advertising campaigns via the Amazon Advertising consol. Being responsible for the UK/EU promotional planning including major deal events (e.g. Prime Days & Black Friday).
- Branding and Design - Work alongside existing team members to grow, launch and maintain our new brands on Amazon.
- Account Health - Monitor the accounts' health and performance metrics and implement strategies to ensure account health is kept pristine.
- Manage product reviews & seller feedback to enable growth and listing perfection.
- Amazon Vendor Central Management - Raising cases with Amazon Vendor Central Support to resolve pinch points

and hurdles. Reporting - Summarised and detailed reporting of key campaign strategy, activity and optimisations across all Amazon marketplaces Team Development - Coaching, managing and Setting goals and priorities for your team. Why work with us? We are a fast growing and successful company, that likes to make quick decisions to stay at the forefront of retail. You will develop a wealth of skills working across all aspects of the business, from strategy, product development, marketing and branding, operations, right from day 1. We like to give all employees the platform to be entrepreneurial and execute on their own ideas. Work somewhere with fast career progression, plenty of opportunity to grow and where management cares about career progression and rewarding on merit. We are fun, collaborative and enjoy supporting each other to achieve our shared ambitious goals. We pay attractive bonuses on a quarterly basis, not annually. Keeping you motivated all year round. Other Key Benefits Annual Salary £32,000 - £40,000 (Depending on experience), + up to 20% bonus paid quarterly. Bonus Scheme (both individual and company-wide) 30 days of annual leave (inc. UK Bank Holidays), plus an additional day off to celebrate your birthday. Big employee discounts on all our brands Regular team socials Summer Fridays (early finish) Hybrid working, with an option of 1-2 days a week working from home

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