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Ecommerce Account Manager | Amazon Usa Specialist

Job Location

United States
Remote work from: USA

Base Salary

USD 40 - USD 50

Employment Type

Full-time, Part-time

Description

Job Description:We are seeking a highly motivated and experienced eCommerce Account Manager with a deep understanding of Amazon USA to join our team. The ideal candidate will be responsible for managing and optimizing our eCommerce accounts, driving sales growth, and enhancing brand presence on Amazon. This role requires a strong background in Amazon Seller Central or Vendor Central, expertise in marketplace strategies, and the ability to manage multiple projects in a fast-paced environment.
Key Responsibilities:Manage and oversee day-to-day operations of Amazon accounts, including product listings, pricing, inventory management, and order fulfillment.Develop and implement strategies to increase product visibility, ranking, and sales on Amazon.Optimize product listings through keyword research, SEO, and A+ Content creation to enhance conversion rates.Monitor and analyze account performance, identifying areas of improvement in sales, traffic, and advertising efforts.Manage and optimize Amazon PPC campaigns to drive profitable growth and improve ROI.Handle FBA (Fulfillment by Amazon) operations, including inventory forecasting, shipments, and performance metrics.Coordinate with cross-functional teams (marketing, design, logistics) to ensure successful execution of product launches, promotions, and sales campaigns.Track and report key performance indicators (KPIs) such as sales, ACOS, ROAS, and account health metrics.Stay updated on Amazon policy changes, new features, and best practices to maintain compliance and competitiveness.Resolve any account-related issues, including customer feedback, account health, and product compliance.
Qualifications:Proven experience as an eCommerce Account Manager with a focus on Amazon USA (3+ years preferred).Strong knowledge of Amazon Seller Central or Vendor Central platforms.Experience managing and optimizing Amazon PPC campaigns.Solid understanding of SEO, keyword research, and listing optimization techniques.Ability to analyze data and use insights to drive account growth and performance improvements.Strong project management and multitasking skills, with the ability to meet tight deadlines.Excellent communication skills, both verbal and written.Familiarity with eCommerce tools such as Helium 10, Jungle Scout, or similar platforms.Bachelor's degree in Business, Marketing, or related field preferred.

Hiring organization

Amazon Usa Specialist

Date posted

October 15, 2024

Valid through

31.05.2025

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