

Marketplace Business Development Executive :

Bramand India Ltd is the service provider to Bramand Pty Ltd., Australia.
Bramand Pty Ltd is an e-commerce company which deals in Education Toys and Mobile Phone Accessories

<https://www.switchedonkids.com.au/>

<https://www.ilovemyphone.com.au/>

We are looking for a Marketplace Business Development Executive who can manage marketplaces like Amazon, eBay for both websites.

Key job responsibilities:

1. Strategically manage our presence on multiple e-commerce platforms in Australia, ensuring optimized product listings, keywords, catalog management, pricing and promotions.
2. Develop and execute sales strategies to drive revenue growth across all marketplaces.
3. Carry sales and inventory clearance targets
4. Track and report on e-commerce performance metrics, such as sales, traffic, and conversion rates, providing insights to optimise marketplace performance
5. Implement strategies to enhance visibility, conversion rates, and overall sales.
6. Perform regular inventory audits and reconciliations to identify discrepancies and resolve them promptly
7. Adhere to marketplace rules and regulations and manage online reputation
8. Identify and implement process improvements to enhance inventory accuracy and operational efficiency
9. Conduct market research, competitor analysis, and consumer surveys
10. Focus on repeat business and increase AoV. Minimize customer returns.

What we're looking for:

- Super achiever with 2-3 years of experience in eCommerce role, preferably within the retail or toys industry
- Work experience in Amazon, Flipkart, eBay, Firstcry will be preferred.
- Strong proficiency in managing e-commerce platforms such as Maropost and WooCommerce/Wordpress
- Excellent analytical and problem-solving skills, with the ability to interpret data and make data-driven recommendations
- Creativity and attention to detail in developing engaging online content and campaigns
- Excellent communication and collaboration skills, with the ability to work effectively with cross-functional teams
- A passion for the mobile accessories, education, toys industry and a keen interest in e-commerce and digital marketing trends

Hybrid model – Office location in Durg, New Delhi/NCR. Option to Work from Home

Immediate Joining