

EMEA Amazon Account Manager | Remote

At Cambridge Audio, we want you to hear your music at it's very best, as the artist intended it to be heard, with nothing added, nothing taken away. That's what we've always wanted because that's what music lovers like us deserve. It's why we are constantly experimenting, solving problems and creating new kit. It's why we've been doing what we do for the last 50+ years. It's why we're always trying to make the listening experience better. Pure. However, you listen, whatever your budget, our goal is simple: Give you the best possible sound, at the fairest possible price.

We are looking for a commercially aware self-starter to join our London based team with expert level skills on Amazon with a proven ability to maximise sales within our fast-growing EMEA markets.

We're a business full of passionate people who are encouraged to develop their careers and push their creativity and progression. To find out more about us, visit:
www.cambridgeaudio.com/about-us

Job description

Working closely with the EMEA Sales Director, the EMEA Amazon Account Manager will oversee the day-to-day running of Amazon accounts across the UK and Europe. Managing a growing team and working with a small number of specialist external agencies. The candidate will have responsibility for ensuring the continued optimization of listings and implementation of integrated campaigns across digital platforms, both owned and paid. This varied and challenging role will see them deliver an increase in revenue, market share and digital acquisition.

Key activities

- Act as a liaison with external agencies, to ensure maximum ROI on all spend grow sales, through increased conversion rates.
- Establish regular performance reporting.
- Monitor effectiveness of digital marketing ensure keywords, titles, product descriptions and prices for all listings are optimised and listings stay competitive and well-ranked in the search results.

CAMBRIDGE AUDIO

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- Expand sales by setting up and managing new product listings, sponsored ad campaigns and promotions through the implementation of A/B testing protocols.
- Assisting in the management of FBA stock replenishment for our Amazon storefronts.

Personal profile

- 3 years' Amazon account management experience with an excellent understanding of keywords and their importance within digital commerce.
- Capable of running a small team and external agencies.
- Excellent analytical ability; ability to leverage analytical work into plans of action to grow sales.
- Highly developed sense of integrity and commitment to customer satisfaction.
- Strong planning and organisation skills.

Salary

The package on offer, as ever, is dependent on experience and perceived ability and will fall between £35-55k for the right person.

Location

This role can be based anywhere in the UK as long as you are able to travel to London, at the company's expense, as required.

To apply: Please email hr@cambridgeaudio.com all applications will be treated in the strictest confidence.