



Marketplace Account Manager – Connected ReSources

Connected ReSources is a division of ReSource Group Canada, a National sales and Marketing Agency bringing exciting products to the Canadian Market.

We are a rapidly growing company that develops and drives online strategies for consumer brands on retail platforms including Amazon, Walmart, and Shopify – is looking for an Amazon Account Manager. You will be managing different clients and will not only need to become an Amazon expert but also have terrific knowledge of your brands, product catalogue, and build excellent client relationships with your key contacts. You will be overseeing a number of different areas that together help our clients win on Amazon such as; content optimization, PPC & advertising, reporting and analysis.

Our core values;

- We operate with integrity in all we do
- We bring passion and creativity everyday
- We invest in our people
- We share our success by giving back to the community

Responsibilities:

Managing Online Marketplace :

- Work with the Connected ReSources Manager to implement our go-to-market across several retail marketplaces (Amazon.ca, Bestbuy.ca, Walmart.ca, HBC.ca).
- Manage and operate several seller profiles for brand partners.
- Develop opportunities to grow and scale marketplace presence and assortment for brand partners.
- Work with brand partners to actively forecast and implement sales strategy and unified inventory management across marketplaces.
- Manage and optimize PPC advertising campaigns across several platforms such as Amazon Advertising and Google Shopping.
- Analyze, manipulate, and customize sales and marketplace data into business reports.
- Attend and contribute to meetings with key brands and retailers.
- Attend product training and sales meetings.

Qualifications:

Post-secondary education. A marketing focus is preferred.

- Ideally you have an analytical mindset, with an ability to interpret and understand data sets and make recommendations.
- You are forward thinking regarding challenges/opportunities that you may have identified.
- You are Microsoft Office experienced with strong Excel skills including manipulating data, pivot tables, and customizing data sets.
- You are confident dealing directly with clients & making daily decisions pertaining to the role.
- You have knowledge in SEO, online merchandising, and PPC advertising platforms.
- You have experience in managing previous marketplaces, as a seller or for a brand.
- You have experience in using marketplace APIs and cross marketplace systems.
- Experience managing a DTC online business and Shopify expertise is an asset.
- You have STRONG communication skills, can clearly communicate with high level executives, and are able to convey your message with ease when put under pressure.
- Fluent in written and spoken English with strong business communication skills.
- You have a positive, proactive solutions-focused approach to work life.
- You have at least 2 years of experience in ecommerce / retail / a similar role.
- Most importantly is your ability to learn, collaborate, drive for success, and generate solutions.

If you feel this position fits your skill set and would like to join a growing business that is going at a fast pace, please apply in confidence to careers@resourcegroupcanada.com by sending your current resume with 3 references and expectation of earnings.

We wish to thank all applicants. Only those selected for an interview will be contacted.

For more information on Connected ReSource please see our website:

www.connectedresources.com