

Ecommerce Sales Executive



The Company

Established 25 years ago Festive Lights is a leading online supplier of Christmas, home, and garden lighting, selling to both retail customers and businesses across the UK and Europe. Festive Lights is the largest within a group of award-winning companies which include MiRiDER, Disklok, DRiBOX. Our products are sold on a variety of ecommerce marketplaces in addition to our own retail and B2B websites.

The Role

An exciting opportunity has arisen for an ambitious individual to join our Sales & Marketing team as an ecommerce marketplace specialist to build on the success of our established seller accounts. You will be responsible for managing and optimising existing product listings and uploading new products, whilst maximising revenue on a variety of sales platforms with the main ones being Amazon and eBay. We encourage individuals to bring fresh ideas and innovative thinking to drive the company's seller accounts forward.

Key responsibilities

- Create and ensure all product listings and promotions are optimised to the highest standards.
- Implement effective pricing strategies to maximize sales and profitability.
- Monitor site metrics including traffic Sources, impressions, page views, conversation rates, channel specific metrics in order to support decision making and strategy.
- Monitoring marketing spend.
- Strive to exceed sales forecasts.
- Identifying problems and liaise with other staff/departments.
- Research to foresee noticeable trends to stay ahead of the current market.
- Research and respond to competitor pricing, promotions, products.
- Liaise with buying team with sales feedback, product recommendations, restocking.
- Developing strategies for clearance or excess stock.

Required Skills

- Ambitious and sales driven.
- High attention to detail to ensure accurate product listings.
- Experience of using CMS (content management systems)
- Commercially aware with strong business acumen.
- Be able to understand profit and margin.
- Have excellent computer and written communication skills.
- Ability to Interpret and analyse sales reports and customer traffic reports.
- Be able to organise and manage time effectively to meet deadlines.
- Be proactive and use initiative to solve problems.
- Committed to seasonal overtime if needed.
- A minimum of 2 years' experience selling on Ecommerce Marketplaces is essential.
- Ideally have a Degree in Digital Marketing / Ecommerce or similar.

Salary: £25,000 to £27,000 per annum depending on experience and skill set. Plus, sales bonus scheme.

What we offer

- Hybrid working and flexi time
- Casual dress
- Company events/team building days
- Pension contribution
- Free on-site parking
- Training courses/conferences
- Staff discounts
- Extra holidays for length of service

Hours: Basic hours are Monday to Friday 37.5 hours per week.

Office Location: Festive Lights, Disklok House, Chorley, Lancashire, PR7 5HH. We operate a hybrid working system where you will work from the office 1 day a week and work at home 4 days. You are very welcome to work from the office more regularly if you prefer.