



Ecommerce Sales Executive- eBay

The Company

Established 25 years ago Festive Lights is a leading online supplier of Christmas, home, and garden lighting, selling to both individual consumers 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 mainly 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 marketing strategies to maximize sales and profitability.
- 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, activity etc
- Liaise with buying team with sales feedback, product recommendations, restocking.
- Developing strategies for clearance or excess stock.

- Monitor ratings, customer feedback and interaction.

Essential Skills/ requirements

- 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.
- A minimum of 2 years' experience selling on Ecommerce Marketplaces is essential.
- Ideally have a Degree in Digital Marketing / Ecommerce or similar.
- 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.

Salary

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

What we offer

- Casual dress
- Hybrid working and flexi-time
- 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.

Location

Office location is Festive Lights, Disklok House, Chorley, Lancashire, PR7 5HH.

On completion of a successful induction and straining period 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.