

About Questers: Questers is a leading tech hub that empowers IT professionals to advance their career through strategic collaborations with prominent companies from the UK, Europe and the US. We build dedicated teams in Bulgaria for leading tech businesses in various industries. Our present client base includes the group behind some of the most powerful media brands in the English-speaking world, leading FinTech companies, multi-billion-dollar US hedge fund, social media platforms and a variety of scale-ups rapidly expanding their software services and products.

Questers currently hosts dozens of remarkable tech teams and employs more than 200 bright specialists. In 2014 and 2017 Questers was awarded Top ICT Employer as a result of its belief that high productivity can only be achieved by motivating, developing and empowering talented people.

Questers is currently looking to hire an E-commerce Sales Operations Specialist for a large multinational company in Consumer Electronics.

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E-COMMERCE SALES OPERATIONS SPECIALIST

Purpose of the role:

- We are looking for an organized and result-driven Merchandising Specialist for a direct eCommerce business. You will join a dynamic and diversely skilled group where you will focus on a key category (Gaming or Personal Workspace) in Europe.
- You will be responsible for the planning and deployment of website merchandising activities. Although the job has a commercial focus, you will partner with Analytics (on reporting and insights) and Operations (to maximize product availability).
- This is a great opportunity to contribute to the success of a leading consumer brand, to own projects, and to cooperate with senior stakeholders across eCommerce, Category, Platform and Operations.

Your contribution to something big:

Support eCommerce growth with best-in-class merchandising execution:

- Develop and deliver the quarterly merchandising plan for your assigned region & category
- Recommend and implement offers and campaigns; maximize revenue from key site locations; ensure activities are deployed in all markets
- Partner closely with Regional Category Managers to support commercial priorities, and with the Global Merchandising team to ensure smooth campaign development
- Continually optimize merchandising. You will analyze performance data and keep abreast of new merchandising capabilities being made available by the Global team
- Immerse yourself in website consumer experience, and actively contribute to ongoing improvement discussions. Help articulate requirements (e.g. new functionalities)

Turn data into revenue - track and report performance, generate insights & recommendations:

- Establish merchandising trackers (top SKUs, revenue per offer, revenue per page, etc)
- Partner with the Analytics team to uncover opportunities & optimize performance

Maximize availability and forecast accuracy:

- Build demand plans based on SKU-level sales tracking, in alignment with the regional team
- Partner with the Operations team to adjust forecasts and to remedy inventory issues

/ Our ideal teammate has/is:

- University degree in eCommerce, Marketing, Digital, or a related field
- 3+ years of relevant experience with international FMCG companies or leading retailers
- Commercial acumen and results-driven approach
- Ability to handle the stress of peak commercial moments e.g. Holidays, Black Friday
- Confident, autonomous & proactive self-starter with a hands-on attitude
- Excellent interpersonal & communication skills
- At ease in multicultural, multifunctional, and matrix environments
- Fluent in English. Other European languages are a strong advantage



Questers Perks



25 Days Paid Leave



Supplemental Health &
Dental Care



Competitive
Remuneration Package



Exceptional Social
Package & Special
Discounts



Team Bonding Events



Excellent Office
Location & Facilities



Relaxing & Gaming
Areas



Free Bike Parking &
Showers