AMAZON
E-COMMERCE MANAGER

Job Ref. No: #JDMPR1641

2024 - 2025

- Company Name : Moris Media Private Limited
- Designation : Amazon E-Commerce Manager
- Job Type : Full Time
- Industry : Software Development
- Department : Sales & Marketing Department
- Work Model : Remote
- Salary : Negotiable Salary

About moris media

Moris Media is a professionally managed public relations, digital marketing and reputation-management organisation with 12+ years of industry experience, recognised as one of the world's leading PR and digital marketing boutique agencies, working across 40+ countries.

Job Summary

Moris Media is currently hiring for an Amazon E-Commerce Manager to join our team in India. This exciting role may require you to travel.

As the Amazon E-commerce Manager, you will be responsible for the successful launch and management of our upcoming brand, moCal, on the Amazon marketplace and other relevant e-commerce platforms. You will play a pivotal role in establishing and growing our brand's online presence, driving sales, and optimizing product visibility. Your responsibilities will include developing and executing comprehensive e-commerce strategies, managing product listings, analyzing sales data, and implementing marketing campaigns to maximize brand exposure and revenue. You will work collaboratively with cross-functional teams to ensure seamless inventory management, order fulfillment, and customer satisfaction. This position demands a deep understanding of Amazon's ecosystem, including advertising tools, algorithms, and best practices, as well as a passion for staying ahead of industry trends and competitor strategies. The ideal candidate will be a self-starter with a proven track record of success in e-commerce, strong analytical skills, and a passion for driving growth in the digital marketplace.

Primary Responsibilities

- **Strategic Planning:** Develop and execute comprehensive e-commerce strategies for moCal across Amazon and other platforms.
- **Product Launch:** Manage the successful launch of moCal products on Amazon, ensuring optimal visibility and initial sales traction.
- **Listing Optimization:** Create and optimize product listings with compelling titles, descriptions, images, and keywords to maximize discoverability.
- **Inventory Management:** Collaborate with supply chain to ensure adequate inventory levels to meet customer demand and prevent stockouts.
- **Sales & Performance Analysis:** Monitor sales data, identify trends, and implement strategies to increase sales and profitability.
- **Advertising & Promotions:** Manage Amazon Advertising campaigns (Sponsored Products, Brands, Display) to drive traffic and conversions.
- **Pricing Optimization:** Develop and implement competitive pricing strategies to maximize revenue while maintaining profitability.
- **Customer Experience:** Monitor customer feedback, address concerns promptly, and ensure high levels of customer satisfaction.
- **Order Fulfillment:** Collaborate with fulfillment teams to ensure timely and accurate order processing and delivery.
- **Amazon Brand Registry:** Utilize Brand Registry tools to enhance brand control, protect intellectual property, and access exclusive features.
- **Competitor Analysis:** Monitor competitor activities, analyze their strategies, and develop countermeasures to stay ahead.
- **Reporting & Analytics:** Prepare regular reports on sales performance, marketing effectiveness, and key metrics to track progress towards goals.

- **Trend & Algorithm Awareness:** Stay up-to-date with the latest Amazon algorithms, policies, and e-commerce trends to adapt strategies accordingly.
- **Account Health Management:** Maintain a healthy Amazon seller account by adhering to performance metrics and addressing any issues proactively.
- **Cross-Functional Collaboration:** Work closely with marketing, design, product development, and customer service teams to achieve overall business objectives.

Required Skills

Primary Skills & Experience Required:

- **E-commerce Expertise:** 2-5 years of proven experience managing e-commerce operations, preferably on Amazon.
  Amazon Marketplace
- **Amazon Ecosystem Knowledge:** Deep understanding of Amazon Seller Central, advertising tools (Sponsored Products, Brands, Display), and fulfillment options (FBA/FBM).
  pkeeper.com
  Amazon Seller Central
- **Listing Optimization:** Expertise in creating compelling product listings with optimized titles, descriptions, images, and keywords for enhanced visibility.
- **Data-Driven Decision Making:** Strong analytical skills to interpret sales data, identify trends, and make informed decisions to optimize performance.
- **Marketing & Promotions:** Experience in planning and executing Amazon advertising campaigns and promotional activities to drive sales.
- **Inventory Management:** Ability to manage inventory levels effectively, forecasting demand and coordinating with supply chain teams.
- **Customer Focus:** Commitment to delivering excellent customer service and addressing customer inquiries and concerns promptly.
- **Communication & Collaboration:** Exceptional communication and interpersonal skills to collaborate with cross-functional teams and external partners.
- **Adaptability:** Ability to stay current with evolving Amazon policies, algorithms, and industry trends to adapt strategies accordingly.
- **Creativity:** A creative mindset to develop innovative marketing campaigns and product positioning strategies.
- **Travel Willingness:** Openness to travel as required to attend conferences, meet with vendors, or visit fulfillment centers.

Personality Type:

- **Creative:** Able to generate fresh ideas for product presentation, marketing campaigns, and branding initiatives.
- **Communicator:** Excellent verbal and written communication skills for interacting with customers, team members, and external partners.

Qualifications & Experience

- Bachelor's degree in Business, Marketing, E-commerce, or a related field.
- **2-5 years** of proven experience in e-commerce, preferably on Amazon.
- Demonstrated track record of success in driving sales and growing online brands.
- Strong analytical skills and proficiency in data interpretation.
- Excellent communication and interpersonal skills, both written and verbal.
- Proficiency in relevant e-commerce tools and software.

Technical Specifications:

- High-performance Laptop or Desktop with adequate processing power and memory.
- High-speed broadband internet connection for seamless workflow.
- Virtual Workstation (physical or virtual) for focused work.

Salary:

We offer a competitive salary and benefits package commensurate with experience and qualifications. We are open to discussing salary expectations during the interview process.

If you feel that your skills and qualifications align with this exciting opportunity, we encourage you to apply!

Apply Only Through the Official Job Page

Candidates must review the complete job description, eligibility requirements, work model, location and experience expectations before submitting accurate and updated information through the official application form.

Submitting an application does not guarantee shortlisting, an interview or employment. Moris Media does not request registration charges, security deposits, training fees or candidate payments through its official recruitment process.

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