Our company is hiring for an ecommerce category manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for ecommerce category manager

- Primarily responsible for the development and delivery of insights generation to enable the Amazon sales team to achieve sales targets
- Leverage forecasting system to provide guidance to Leadership, Sales, Finance and Demand Planning about the impact of future planned activity
- Deliver best in class performance reporting for the Amazon to decompose weekly, monthly sales results across all available data sources
- Actively and collaboratively participates in customer meetings across all necessary functions to influence strategies
- Conduct pricing analysis looking at competitor and cross retailer pricing activity to develop and influence competitive strategies for the team
- Calculate ROI for each program and make recommendations based on results to increase sales, opt-ins, Average Order Size (AOS), Average Unit Sale (AUS), and repeat purchases
- Partner with Online Inventory Planning to maintain appropriate sell through and merchandising of limited life items and forecasting of new product launches
- Forecast and deliver on volume, costs, and revenue targets for all acquisition programs
- Collaborate on planning & support for optimal site exposure to elevate programs for best interaction and shopper engagement
- Determine assortments by department and how they will be sold online, including obtaining/confirming measurements, weights and packaging details

- Strong Microsoft office Skills and an emphasis on Excel skills
- Bachelor Degree required and MBA preferred
- Proficiency across category management tools
- Must be experienced in the development and optimization of ecommerce storefronts
- Must have experience in the development, implementation and optimization of demand generation plans working in conjunction with brand teams
- Must have experience in running test and learn programs