

Brand Specialist with German

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Company: AWS EMEA SARL (Poland Branch) - G95

Location: Warsaw

Category: business-and-financial-operations

At Amazon we're on the lookout for the curious, those who think big and accept challenges, willing to come build the future with us.

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Amazon Vendor Services (AVS) is a paid B2B service that aims to help strategic brands partner with Amazon to grow their business. As a Brand Specialist, you will gain 360-degree exposure to all areas of e-commerce at European level. You will be an Account Manager for our most strategic retail Vendors in one of our Product Categories, for example PC, Beauty, Toys or Kitchen. You will act as a consultant driving selection and promotional activities, monitor and work on success metrics and ensure that vendor and customer experience is at the highest level. Furthermore, you will be working together with external and internal stakeholders (e.g. external Key Account Managers and internal Vendor Managers) to implement new ideas and processes within Amazon EU, such as Supply chain management, Finance and Marketing while developing your skills and future career. Your role will focus on four crucial business areas:

Key job responsibilities

Core Service:

- Use your analytical skills to identify opportunities for Retail Vendors and provide

recommendations to improve overall business performance.

- Cooperate with our Vendors to utilize Amazon programs (i.e.: Amazon business) for driving long term benefits.

Availability & Operational Excellence:

- Drive supply-chain operational excellence initiatives by reducing costs, defects, lead times, and other KPIs.
- Manage and monitor stock levels in our fulfilment centres by utilizing our ordering mechanisms.

Promotion & Funding:

- Provide recommendations for the Vendors marketing and advertising campaigns to promote new products, increase traffic and improve conversion.
- Plan, implement and manage promotional activities for Amazon events such as Prime Day and Brand Weeks to help your vendor grow.

Selection & IDQ (Item Data Quality):

- Expand selection by managing the launch of new products and improving discoverability. Identify product gaps, onboard new products and ensure a smooth ramp-up.
- Improve the customer journey on Amazon, e.g. by performing walk the store sessions, competitor benchmarking and creating enhanced content on detail pages.

A day in the life

Interested in how a day in the life of a Brand Specialist looks like? Check out the following videos to gain more insight into the role and team.

- 1) Brand Specialists at Amazon - Jump Right In – see video
- 2) Brand Specialists at Amazon. What do they do? – see video

About the team

Are you looking for a diverse and international environment? Amazon offers you the chance to build up your own network at European level by participating in community events such as

team activities, offsites in one of our EU countries or by joining some of our affinity groups.
Come build the future with us!

Benefits at Amazon

- Steep learning curve through impactful projects and working with Senior external and internal stakeholders
- Company and Team Events
- 2-week onboarding bootcamp and a weekly training curriculum to continuously develop new skills and knowledge
- Multidisciplinary development opportunities within our organizations and the option to move internationally
- Discover more benefits at

We are open to hiring candidates to work out of one of the following locations:

Warsaw, POL

BASIC QUALIFICATIONS

- Bachelor's/Master's degree preferably in Business Administration, Finance, Economics, Marketing or a similar program
- Minimum of 1 year professional experience after graduation in Sales, Buying, Project Management, Supply Chain, Consulting, Finance, Account Management or Marketing.
- Fluent written and verbal communication in English and German (both minimum C1 level).
- Knowledge in MS Office programs (e.g. Excel, PowerPoint)

PREFERRED QUALIFICATIONS

- Knowledge of a 3rd language
- Prior experience in the e-commerce industry
- Previous experience in a related client-facing role
- Experience using analytical specific tools such as Google Analytics, SQL or HTML is a plus
- Basic knowledge of SQL or website content management systems
- Confidence in communicating both, internally and externally
- Planning, prioritization and time-management skills

Application and assessment process (Only English CV required for application):

Eligible candidates will be invited to attend an online assessment and successful candidates will be invited to interviews. This selection process is subject to change but you will be notified if any changes are made.

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