



SALSA is a leading Portuguese company in the Retail and Fashion sector with an International Brand of Jeans and accessories for Men and Women with effective sales to the consumer of more than 210M € in more than 35 countries. To ensure a strategy of growth and internationalization, intend to select a company headquarters in Vila Nova de Famalicão:

Title: Marketplaces Manager – Opportunity to contribute to the internationalization of the brand!

Introduction

- This function is primarily responsible for the *marketplaces* internationalization strategy, business growth and development, managing everything related to marketplaces, including visibility, communication investment, product strategy for each marketplace, defining and implementing the stock strategy, marketing, monitor customer support, and analyse all about business indicators.

Benefits

Digital Channel: it's one of the most important axes of the company's growth, which will allow you to increase your responsibility and opportunity to be more valued;

Constant Challenge: you will be able to learn a business that challenges you every day to think differently about how to reach customers;

Continuous Improvement: fashion is always evolving and we are continuously looking for something that distinguishes us. Here you will find teams and business dynamics that are pushing you to try to improve;

Heterogeneity: the digital area is made up of very different profiles, which allows, as a whole, to be more creative and productive;

Work Environment: the environment is incredible, and teamwork works very well! There is a good disposition, a spirit of mutual help, respect for each other's work and we are all passionate about the digital area;

Leadership: managers leave you at ease and give you autonomy. There is space to do the job naturally, but you can also be proactive to the point of raising new projects, building new ways of working and optimizing processes.

Requirements:

To succeed in this job position you will have to fulfil the skills below:

- Bachelor's Degree in the areas of Engineering, Management, Mathematics, Marketing, or in a related field (preferably);
- Experience in Marketplaces or Ecommerce;
- Knowledge of online marketplaces way of work (ex: Zalando, La Redoute, Otto, etc);
- High Fashion/textile product understanding;
- Experience with product listings, data feeds and digital marketing;
- High attention to detail and the ability to plan strategically and manage multiple tasks and projects;
- Comfortable working under pressure, good interpersonal relationships, dynamism, proactivity, teamwork and strong results and customer orientation;
- High adaptative capacity and able to react quickly;

- Strong analytic capabilities, intellectual curiosity, flexibility, and strong sense of responsibility and autonomy;
- Excellent written and verbal communication skills in English, knowledge of another language, ideally German or Spanish;
- Proficiency with Microsoft Office tools, Excel and PowerPoint, and the ability to quickly learn and work with the new systems and software;

Quickly you see the strength of the digital channel, what are the perspectives and ways of working, on the other hand, the spontaneity, complicity, mutual help and the good working environment makes integration easy and allows you to show results earlier.

Responsibilities and Opportunities

You will integrate the Digital area and report to the Customer Relationship & Intelligence Marketing Manager, in close collaboration with the various internal areas of the company (Brand, Sales, Product, I&D, Photo Studio, etc.) you will have the main responsibilities:

- Contribute actively to the internationalization of the brand through the *Marketplaces* Channel;
- Consolidate the Salsa position in all *Marketplaces* that will be responsible for;
- Research and identify new Marketplaces opportunities;
- Define together with the digital marketing team, and implement the marketing strategy for online marketplaces, including promotional opportunities, advertising campaigns and branded shops;
- Define and implement product strategy for every marketplaces;
- Monitor our competitor campaigns and product offer on the marketplace channel;
- Define and implement product stock strategy on the local Marketplaces warehouses;
- Review customer feedback and marketplace health, updating processes as needed;
- Keep all the backend tools, products feeds integrations, processes and systems constantly updated;
- Take-over of all key business responsibilities, define and monitor business KPIs for new and existing Marketplaces and manage them to performance, efficiency and profitability.

If you have a strong passion about ecommerce, you're looking for an opportunity in business development of marketplaces, and a chance to give a contribute for the internationalization, managing marketplaces in different markets, then send us your application thru this link

<https://app.jobvite.com/j?cj=orVSqfwe&s=Universidades>