



SIGG Switzerland Bottles AG – „The art of hydration. Excellence since 1908.”

SIGG stands for premium eco-friendly water bottles. With more than 100 years of expertise, “the Original Swiss bottle” demonstrates worldwide leadership and qualitative craftsmanship. This unique shape is part of MoMA's assortment in New York. SIGG bottles are recyclable and contribute to reducing the world's carbon footprint.

Do you want to move something ahead and play a key role in building a strong brand? Are you thirsty for changes? Check, check, check? Very good, then we are looking for you as

Online Sales Manager 100% (m/w/d)

In this multi-functional role, you will work hand in hand with our International Online Sales Manager. We will give you the opportunity to actively contribute to the expansion of our Online- and Amazon business and to implement your ideas. With your know-how we can expand into new online business areas and increase the current sales record in online sales.

Your Mission:

- Expansion / Development of the established Amazon business:
 - Establish a yearly action plan (with relevant KPI) aligned with the overall SIGG strategy
 - Collaborate with our VM & AVS to meet our targets (CVR, traffic, content accuracy) and build a strong relationship with Amazon
 - Manage the online agencies: improve PDP, content accuracy, CVR and ensure successful product launch
 - Coordinate & execute the promotion plan for the key Amazon events: Black Friday, Prime Day, etc.
 - Improve the efficiency of our online advertising campaigns (AMS): ACoS, CPC, sales & Campaign Mix (SP, SB, Display), in coordination with the online agencies
 - Explore & analyze the data from Brand Analytics and Vendor Central to enhance the decision-making process and take the necessary action
 - Assist the demand planning and forecasting (Health Inventory)
 - Participate to the yearly negotiations with amazon (AVN)
 - Evaluate the launch of a Seller account for specific product category
 - Once established, you will be able to manage your own market (e.g. USA)
- Look for new business opportunities outside of Amazon and managing their implementation
- Create performance reports and presentations to top management
- Collaborate with various stakeholders (internal & external)
- Develop in your role and widen your area of responsibility

Your Strengths:

- Completed studies in the field of digital, business administration, marketing, or comparable course of studies
- Several years of professional experience and profound knowledge in the field of online sales / online platforms
- You are proficient in Microsoft Office applications and have experience working with Vendor Central and AMS
- You have strong analytical skills and are always solution-oriented
- Your outgoing, open personality and creative nature round off your profile
- Your English skills are very good, German language skills a plus

Your Perspectives:

- You can expect varied and different tasks for a top brand with a world-renowned reputation
- The employment conditions at SIGG are excellent, the compensation in line with the market and the benefits are attractive
- You have at least five weeks of vacation and bridge days are paid
- Your working hours and location are flexible - you will find modern, well-equipped workplaces in the office (CH-Frauenfeld or DE-Göppingen).
- SIGG is committed to a culture of inclusion, equal opportunities and valuing diverse perspectives.points of view

Sounds like a match? Then we are looking forward to receiving your application with your salary expectations by application-tool ([Link to application-tool](#)), by January 17, 2021

SIGG Switzerland Bottles AG
Human Resources Manager, Frau Nicole Brunner