

Director Global E-Commerce (m/w/x)

The Director Global E-Commerce is responsible for the company's global online business and leads the e-commerce team in creating and implementing e-commerce strategies. In addition, he develops and implements a growth strategy for the organization's online business. As Director Global E-Commerce, you will be responsible for international online sales and the ongoing development of the e-commerce sales channel. Together with your team, you will be responsible for your own online shop as well as your relationship with Amazon and other pure players. You will be responsible for the development and sustainable development of the e-commerce sales channel, the transfer of knowledge into your own organisation and the achievement of your company's ambitious goals in e-commerce. You report directly to the management.

Tasks:

- The development of internal structures for successful online distribution
- The continuous strategic further development of the online offering
- Sales responsibility for the e-commerce sales channel (online shop, platforms, PurePlayer)
- Gaining reach via platforms such as Amazon and your own online shop
- The internationalisation of online services
- Responsibility for sales and contribution margin
- Team management and personnel development

Qualifications:

- Several years of professional experience as a director in the area of e-commerce at a company with online distribution
- Extensive experience in e-commerce, online marketing and online shop management
- Experience in dealing and negotiating with platforms such as Amazon
- In-depth understanding of e-commerce processes and optimization of online shops
- High interest in e-commerce innovations and online marketing trends
- Confident appearance, analytical thinking and strong communication skills

Salary Range: 120.000 – 180.000 € p.a. (depending on location, experience and sales responsibility)

Status May 2019

Would you like to know more? This is a sample job advertisement. We are happy to help you with your individual offer. Please send us an e-mail to info@digilents.com

Digilents is the personnel consultancy for e-commerce and digitisation. Here at Digilents we combine personnel consulting and recruiting of specialists and executives in e-commerce and digitisation environments for multinational corporations, medium-sized companies and family businesses. We cover the exponentially increased demand for e-commerce professionals - Chief Digital Officer, SEO and SEA experts, shop managers, e-commerce executives or experienced e-commerce employees and innovative online professionals. For companies, we are the first point of contact for open positions - even before classic headhunters or job portals. We have a great network and sound knowledge of change management and transformational leadership. Close cooperation with our partners and candidates makes us successful. We can quickly, efficiently and precisely network the right people and take individual care of the professional and cultural fit.

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