Call for Application


Senior Vendor Manager

Job Description:

Amazon.com strives to be Earth’s most customer-centric company where people can find and discover virtually anything they want to buy online. By giving customers more of what they want - low prices, vast selection, and convenience - Amazon.com continues to grow and evolve as a world-class e-commerce platform.

Amazon is looking for a talented, proactive and customer-obsessed professional to drive development of new business of Consumer Electronics and General Merchandise in Spain. The position will be based in the European Headquarters in Luxembourg.

The position is based in Amazon’s EU Headquarters in the vibrant city of Luxembourg. The Grand Duchy of Luxembourg is a diverse and multicultural country located in the heart of Europe, bordered by France, Belgium and Germany, with a total population of around half a million. Luxembourg has Luxembourgish, French and German as national languages, with English spoken by the many expatriates and most locals. Luxembourg is known for banking, steel and a number of EU institutions plus an increasing number of technology-centric organizations. Luxembourg boasts a rich cultural scene and a high standard of living.

http://www.promoteluxembourg.com

You will be a key team member contributing to customer experience on the current Amazon websites in the EU by adding unique Spanish selection to our websites. Responsibilities will comprise establishing commercial relationships with manufacturers, integrating supply, finance and catalogue systems and coordinating the buying and promotion of products.

Responsibilities:

• Develop knowledge of supply/ demand trends and success drivers of your category
• Design sourcing strategy (direct/ indirect supply, priority brands, selection and terms)
• Establish relationships and drive high-level negotiations of agreements/deals with leading brands in coordination with Pan EU Vendor Managers.
• Execute technical integration with suppliers and lead projects to more efficiently source stock, manage prices, execute promotions and assimilate vendor catalogues.
• Agree with vendors on promotions and marketing initiatives and coordinate with the Site Merchandising team to execute these activities
• Assist the In-stock Management team in buying/ inventory management decisions
• Participate day-to-day operational aspects of the category, including gathering and addressing customer feedback, price monitoring, business improvement initiatives.
• Be an ambassador within the industry and continuously enhance Amazon’s position
• You will have the opportunity to develop and progress within a dynamic and growing industry and get exposure to Amazon's top management in Europe
Basic Qualifications
- Strong business judgment with a track record of successful negotiations and overall relationship management.
- Candidate must be fluent in Spanish and English
- Proven analytical thinking, project management skills, attention to detail and exceptional organizational skills are essential
- A track record of proven success in past positions
- Ability to think strategically and tactically, with excellent attention to detail
- Tenacity to develop ideas independently and thrive in a fast-paced start-up environment is essential for success.

Preferred Qualifications
- Bachelor’s degree is required with Masters preferred (MBA is a plus)
- High proficiency in excel; knowledge of Microsoft Access or SQL will be a plus

If you are interested by this opportunity, please apply through the following link: https://uk.amazon.icims.com/jobs/151857/job

Deadline: November 17th

Please inform me if you decide to apply