



Job Description	
Job Title	E-tail Channel Manager
Unit / Organization	Amer Sports China
Country / City	Shanghai, China
Hiring Manager	Head of Sales
Job Mission	Achieve sustainable E-tail channel growth thru the winning strategy, capable account portfolio, effective cross-functional collaboration
General Purpose of the Job	<ul style="list-style-type: none"> • Owner of E-tail channel business results • Joint owner for e-commerce commercial fundamentals, i.e. ISE, e-commerce capability • Owner of key relationships with trade marketplace
Key Responsibility Areas	<p>Achieve E-tail business success thru</p> <p>a) E-Marketplace development with effective Account Management</p> <ul style="list-style-type: none"> • Define SWOT for each marketplace, develop right account mapping towards. • Ensure sufficient account management via JBP in place, with clear etail strategies, standards & guideline. • Engage and own relationship with Alibaba / JD marketplace. <p>b) In-store Excellence</p> <ul style="list-style-type: none"> • Joint working with own e-commerce team, fully leverage cross-functional capabilities to ensure digital asset on ground. • Closely monitor KPI of each E-tail on daily basis, and take elevation actions in a timely manner. <p>c) Team Build up & Management</p> <ul style="list-style-type: none"> • Recruit right candidate & train up • Focus uncompromising execution • Timely tracking, assessment and over communication with team and peers
Key Competencies	<ul style="list-style-type: none"> • Sales results oriented • Marketplace development with proven track of records • Experienced in sales organizational capability development • Strong in maintaining and developing key trade partner relationship • Believer and effective leader of matrix collaboration • Strategist, doer and great people leader <p>Scope of What:</p> <ul style="list-style-type: none"> • E-tail Channel Development • Marketplace Relationship Development • E-tail Portfolio Management • Sell-In/Sell-thru execution <p>Freedom to Act (How: decision making, tools, resources)</p> <ul style="list-style-type: none"> • E-tail sales team recruitment • E-tail account selection / measurement / development • Cross-functional GTM process Optimization

	<ul style="list-style-type: none"> • Above within approved budgets, policies and Brand Standards
Education	<ul style="list-style-type: none"> • Bachelor or above from well-established universities
Working Experience	<ul style="list-style-type: none"> • Above 8 years' experience of sales, including marketplace development, account development & strong negotiation skills • Retail, Lifestyle, sporting goods or FMCG • 3 years plus team leadership experience • Good communication skill • Fluent in English for both oral and written
Send your application to (name & email)	<p>If you meet our requirements and are interested in joining our team, please click here to apply and mark the position title in the subject line:</p> <p style="text-align: center;">careers.apac@amersports.com</p> <p style="text-align: center;">DUE TO HIGH VOLUME OF RESUMES, ONLY THE MOST QUALIFIED CANDIDATES WILL BE CONTACTED.</p>
Last day to apply	31 st of Mar, 2017