

## **E-Commerce Key Account Manager**

### **SLV Lighting Benelux**

SLV Lighting GmbH is a 240 million euro global lighting business providing a broad portfolio of leading branded products including interior and exterior lighting fixtures, light bulbs, accessories and smart lighting products suitable for homes, offices, shops and horeca applications.

Founded in 1979, SLV has 600 employees and operates in over 100 countries worldwide. SLV offers innovative solutions for indoor and outdoor lighting designed and developed in Germany. Our 5 year warranty and fast delivery service have ensured continued and sustained growth over the last 40 years.

Due to international expansion into the Benelux market we now have a requirement for an

### **E-Commerce Key Account Manager**

to lead e-commerce activities and functions for the Benelux.

#### **Purpose of the position**

You will further expand our E-commerce activities in the Benelux and you will be responsible for the entire range. Your focus is on further expanding and developing the collaboration with large e-commerce parties such as Bol.com and Amazon. In addition, you focus on a number of online resellers.

#### **Core tasks**

- Develop sales of SLV products on specifically identified accounts - both new and existing customers
- Stimulate the turnover and profitability of SLV via multiple platforms such as Bol.com and Amazon.com
- Implementation of the E-commerce / omni-channel policy both B2B and B2C
- Develop and implement an annual joint business plan for the key accounts that support SLV's brand building
- Increase visibility, findability and conversion of SLV products on relevant platforms
- Use tools to profile customers, monitor competitor information and identify opportunities for SLV products
- Analyze and report on sales results, customer experience, conversion expectations, market, competition, trends and make improvement proposals
- Support with annual negotiations and commercial terms

#### **Job requirements**

- Bachelor-degree (HBO+) working and thinking level;
- 3+ years' experience as an account manager within an E-commerce environment;
- Dutch and English language fluent in speech and writing;
- Commercially driven and excellent communication skills;
- Responsible, self-servicing and results orientated;
- Well-developed analytical skills – ability to interpret and report structured data consistently

We offer the opportunity to work for a dynamic and innovative company with room for personal development and an attractive competitive salary package.

As an equal Opportunity Employer, SLV committed to a diverse workforce.

#### **Contact and applications:**

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