

Job description

Amazon E-commerce Specialist

Company Overview

The Rag Company (TRC) is an Idaho-based business specializing in the distribution of premium microfiber products and detailing accessories, across the country and around the world. We are a leader in the automotive detailing industry providing education, quality content, & weekly Podcasts through our state-of-the-art media studio. We are primarily an e-commerce-based business with a strong presence on Amazon.com in addition to our own retail and wholesale websites.

Job Brief

TRC is looking for an experienced Amazon.com Ecommerce Specialist to oversee Amazon operations. Reporting to the Director of E-Commerce Systems, this role involves managing and optimizing Amazon product listings, boosting sales, and implementing strategies to enhance the online shopping experience. The ideal candidate will have a deep understanding of the Amazon platform, algorithms, and policies.

This position is responsible for managing products, sales, troubleshooting, and optimization on Amazon and Shopify. The candidate must be proficient with Amazon Seller Central. The ideal candidate will help drive sales and growth for all digital sales channels and will provide forward-thinking, results-driven, and plans and strategies for the eCommerce business.

Key Duties and Responsibilities:

- Listing Optimization, Copywriting, SEO, keyword ranking, product listings, ad campaigns, and promotions continuously.
- ASIN creation, Catalog Management & Maintenance
- Leverage and drive healthy traffic inside and outside Amazon to targeted listings.
- Arrange promotions and amazon deals
- Collaborate and support other teams to improve performance as a whole.

- Provide data-driven reports with insights on a weekly, monthly, quarterly, and yearly basis.
- Explore and recommend potential expansion into Amazon oversea markets as well as other marketplaces.
- Amazon Vendor & Seller Central Support / Troubleshooting
- Work closely with other team members in complex problem solving, and best practice creation
- Implement best practices for product titles, bullet points, descriptions, and images to improve conversion rates.
- Create and maintain engaging and informative product content, ensuring consistency across all channels.
- Stay updated on Amazon's policies and guidelines, ensuring compliance in all aspects of ecommerce operations.
- Proactively address and resolve any account or listing-related issues with Amazon Seller Support.

Qualifications:

- Amazon Seller Central experience for a large-scale e-commerce operation (at least 12 months).
- Experience with Amazon Vendor Central, Amazon oversea markets, and Shopify
- In-depth knowledge of Amazon's algorithms, ranking factors, and advertising options.
- Data-driven and self-motivated in a collaborative manner.
- Strong data analytics skillsets.
- Advanced Excel skills for functions and tools
- Detail-oriented & capable of managing multi-projects.
- Ability to work in a fast-paced, deadline-focused environment with rapidly changing priorities.
- Experience using Helium 10, Jungle Scout, or other keyword research tools
- Ability to take feedback and formulate new strategies
- Highly driven to hit goals and succeed
- Experience in Microsoft Teams, Asana, ClickUp or other project tracking and management tools.
- High level of communication and responsiveness
- Proactive, with a bias for action to identify and problem-solve a variety of urgent matters.
- Positive attitude with an enthusiastic, can-do outlook; keeps an ear to the ground with a thirst for knowledge and a desire to learn and grow with continued education on emerging trends and strategies.

Preferred Qualifications:

- Two or more years of Amazon Seller Central experience.
- Bachelor's degree or equivalent in a relevant area of study.
- Previous employment in a similar "jack of all trades" Amazon E-Commerce specialist type role.
- Experience with Microsoft Business Central ERP, or similar ERP system.

Attributes:

- Detail oriented; gets it right the first time.
- Self-motivated, excellent organizational skills; able to prioritize assignments.
- Productive; able to oversee a high workload.
- Results oriented.
- Demonstrates consistent perseverance and follow-through on assignments.
- Honest, ethical, and trustworthy; adheres to letter and spirit of ethical standards.
- Ability to work effectively with varied personality types and work management styles.
- Ability to be a team member; eager to help others.
- Professional with a positive attitude.
- Interested in learning and expanding capabilities.
- Maintains a level of confidentiality that is appropriate to the nature of the work.

Company Culture

The Rag Company proudly employs a very diverse team of amazing people with roots from all around the world. The way we live, work, and play is demonstrated through our core values. These traits are displayed by our team members who help guide us in the right direction each day.

Our culture is a respected blend of hard work coupled with a relaxed environment. We genuinely strive to provide all team members with a comfortable and fun work environment. As with any company or position, some days will require dedicated hard work or long hours performing a tedious task, we won't hide it, but we confidently feel that by having the right team members and culture those challenges can be resolved head-on with a positive attitude.

Core Values:

- Be Respectful
- Lead by Example
- Strive for Excellence
- Keep it Real with Kind Candor

Job Conditions:

Normal business hours but may require extra hours to meet deadlines. Position will require extensive personal computer use and sitting for long periods.

If this sounds like the right work environment for you, don't delay, apply today - we're looking for you!

Physical Demands & Work Environment:

- Sufficient clarity of speech and hearing or other communication capabilities, with or without reasonable accommodation, which permits the employee to present and discern verbal instructions, review, and prepare program reports and materials, and to communicate effectively on the telephone and in person
- Sufficient visual acuity, with or without reasonable accommodation, which permits the employee to comprehend and review written work instructions, prepare and review documents and process them in a prescribed order, and organize documents and materials
- Sufficient manual dexterity, with or without reasonable accommodation, which permits the employee to perform repetitive motions and to operate a personal computer and standard office equipment
- Sufficient personal mobility, flexibility, and balance, with or without reasonable accommodation, which permits the employee to work in an office environment, visit and inspect facilities, occasionally lifting or moving objects that may weigh up to twenty-pounds
- Related job tasks may require, with or without reasonable accommodation, climbing, stooping, kneeling, crouching, reaching, pushing, pulling, lifting, fingering, and grasping

Background and Reference Checks:

- All offers of employment at TRC are contingent upon clear results of a thorough background and reference check. Background checks will be conducted on all final candidates and on all employees who are promoted, as deemed necessary.

Job Type: Full-time

Salary: \$55,000.00 - \$65,000.00 per year

Expected hours: 40 per week

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Employee assistance program
- Employee discount
- Flexible spending account
- Health insurance
- Health savings account
- Paid time off
- Parental leave
- Vision insurance

Schedule:

- 8 hour shift
- Monday to Friday

Ability to Relocate:

- Boise, ID 83713: Relocate before starting work (Required)

Work Location: In person

**Email your resume and cover letter
to: kevin@theragcompany.com**