



ONLINE KEY ACCOUNT MANAGER

What type of breed are we looking for?

Are you looking for your next move? Do you agree that online is the fastest growing channel? Do you want to take responsibility for all online accounts across Europe? Do you have an exceptional skill to grow existing business and open up new accounts and marketplaces? Most importantly are you an animal lover?

If so, we have the perfect opportunity for you to help drive the growth of online at Edgard & Cooper!

What will be in your bowl?

Working as part of the global E-Tail Team and reporting to the Head of E-Tail, the EU online key account manager will be the face of Edgard & Cooper towards our online accounts and will be responsible for driving and growing our e-commerce business across our key European countries and channels (through developing existing customers and opening up new ones).

In summary you will be responsible for:

- Develop existing customer relations, negotiating activations and yearly plans while assuring the right and always relevant assortment
- Manage and execute marketing and sales activities on third party platforms and marketplaces
- Open up new revenue streams, channels and customers when fitting the strategy
- Continuous development and day-to-day management of our eCommerce processes
- Track results and ROI on all activities and provide reports to management
- Partner with digital and retailer marketing teams to develop new content to grow business through special programs, customer acquisition, and retention
- Ensure that brands' presence has products merchandised and presented correctly and in the best possible light.

Give us a shout if this sounds like you! – maarten@edgardcooper.com

Skills & tricks

- 2+ years of solid experience in eCommerce for a consumer goods brand or an e-tailer and experience in working with both marketplaces such as Amazon and online retailers such as Ocado
- Strategic thinker with an ability to effectively communicate, collaborate, and influence across departments (both internally and externally)
- Pro-active problem solving abilities & strong business writing and presenting skills
- Understanding of online metrics, data analysis, and reporting tools.
- Team player with strong communication skills; no task is too big or too small mentality
- Fluency in English, French (any other language is a plus)

Which pack are you joining?

We're just a bunch of animal-loving, purpose-driven, startup-minded pals.

Here at Edgard & Cooper, we're big fans of purpose, curiosity and learning on the job. We're a young international company, and we're growing fast. That means we're always looking for people who want to skill-up, who want to be challenged, and who want to make a positive impact.

Just like our dogs – Edgard and Cooper – we're friendly and fun, with an insatiable hunger for life. Want to come and play?

What makes Edgard & Cooper different: Feel Good Pet food

Good food makes your mind, body and spirit feel amazing. Nothing beats fresh meat and simple ingredients, cooked and packed with nature in mind. But most pet foods are over-processed and come wrapped in plastic. Enough is enough.

Welcome to Edgard & Cooper – naturally tasty cat and dog food that you, your pets and our planet can feel good about.

