



## **Ecommerce Coordinator**

### **Ecommerce Coordinator - FT**

#### **Who we are:**

Saalt empowers people to care for their periods in a healthy and sustainable way. We do this by creating high-performance products and stigma-breaking branding that engage customers and communities, pioneering the way to bring sustainable, clean period care to the mainstream consumer. Saalt invests in women and communities across the globe through period care donations, and by funding scholarships and life skills training to change generations.

Saalt is a leader in reusable period care working on building a full suite of products that provide reusable and sustainable solutions to managing menstrual cycles. We have developed a reputation for making the best reusable period care on the planet. We are one of the fastest growing brands in the period care and indie beauty category.

As a certified B Corp, we strive to be the change we seek in the world, conduct business knowing that people and planet matter and aspire to use business as a force for good to benefit all. We create modern reusable period care without the toxins, the chemicals, and the wrappers you throw away every month. We commit to do more with less, make deliberate choices about our bodies, and believe everyone should know what their cervix is.

Our growing team based in beautiful Boise, Idaho. [www.saaltco.com](http://www.saaltco.com)

#### **The Challenge:**

Saalt is looking for an Ecommerce Coordinator to assist in the growth and representation of our brand on Amazon, both domestically and internationally. This position will also play a critical role in the day to day operations of Saaltco.com. This individual will work hand in hand with our sales and marketing teams to implement brand strategy, ensure a great consumer experience, and optimize our ecommerce platforms.

If you enjoy working in a fast-paced environment, like problem-solving and creating meaningful physical products that can change people's lives, this job is for you. Saalt supports a healthy work/life balance. Great benefits including health dental, vision, hearing, life.

#### **What you'll do:**

- Responsible for the day to day operations of our website
- Responsible for initial set up of product: assigning categories, product attributes and cross-sells
- Identify new digital trends and applications that have the ability to increase brand awareness and sales.
- Assist in SEO strategies and initiatives by ensuring sites are properly optimized for search engine success.

- Maintain site presentation of designated products and categories to ensure the categorization,
- copy, imagery, pricing, attributes and cross-selling opportunities are accurately customer facing
- Work with marketing, sales, and external partners to plan and execute promotions, content, A/B testing, and product launches on the Saalt website to accelerate growth in traffic, conversion and sales.

#### **Amazon**

- Manage day to day issues with Amazon listings – file tickets, follow up, report on impact on ROI
- Pull weekly sales reporting
- Create new listings – upload photos and content
- Manage the product reviews on all Amazon listings and work with our customer experience team to develop best practices and procedures for ensuring top rankings and ratings.
- Monitor and analyze KPIs (visits, conversation rate, ROI, cost analysis, return rate, etc.)

#### **What you'll need to succeed:**

##### **Experience and Competencies:**

- Relentless drive for results
- Managing and measuring work
- Problem Solving
- Learning on the fly
- Process Management
- Working with others
- Dealing with Ambiguity/Change
- Analytical

##### **Technical:**

- Amazon Seller Central experience strongly preferred
- 2+ years in ecommerce or digital agency experience required
- SEO/SEM experience preferred
- Comfortable working with and analyzing large sets of data and Amazon metrics
- Strong analytical and critical thinking skills; monitors own work and able to develop new skills and methods for improvement
- G-Suite tools
- Slack
- Presentation tools

At Saalt, we immerse our team in an exceptional work environment with opportunities to learn and grow. You will be surrounded by colleagues who are committed to ensuring your success. If you're looking to make an impact on the world, Saalt is the place for you.