



FMCG Account Manager

Your new title: Account Manager or perhaps Senior?

Where may that be: Hybrid - Enfield EN3 7PY + Remote working

Job Type: Permanent

What's my share: Competitive Base Salary

+ **Uncapped** target linked commission (OTE approx. £60K- £70K+)

When: Immediate

About VYPER

Are we the: coolest company on Earth..... No! Greatest company on Earth.... Probably not! Best looking company on Earth..... Definitely not! But we are probably the largest company you have never even heard of?! I can however, with absolute certainty tell you – VYPER est. 2010, been honest for 13+ years, engaged in ecommerce all over the world, character rich people, serviced many a product online from sex toys (don't ask) to televisions. Clients who swear by us – GoPro (8 years and counting, oh yeah!), Lindt, Logitech and Oatly. There might be a few more but let's limit the word count.

About the Role

We are preferably looking for a human being to join our UK team and help grow our clients through the development of various ecommerce channels. We can promise that the role is: exciting, intrapreneurial, sometimes funny, sometimes intense but all rounded and will get you thinking. This is a small environment so your role matters!

The devil is in the detail:

- Consulting, managing and servicing FMCG clients across all of EMEA.
- Developing and growing strategic relationships with key internal and external stakeholders.
- Managing a back-office team.
- Actively managing different platforms on behalf of clients (Amazon, eBay, TikTok and others), ensuring sales targets are met and brand strategy is correctly implemented.
- Working with internal operations/warehousing teams to assign tasks designed to support your activities.
- Troubleshooting when necessary, in order to ensure the smooth running of our accounts.
- Analysing e-commerce data and making suggestions and decisions relating to the needs of the account to influence their online retail strategy.
- Delivering weekly and monthly e-commerce platform insights, reports, and analysis as well as sales and other operational forecasts when required.
- Occasional travel to meet face to face with Clients. But really cool destinations!
- Working collaboratively with internal and external teams to achieve crazy goals and sales targets.
- Responsibility of managing and allocating marketing budgets and executing strategies to achieve goals and targets.
- Working alongside our back office team to support remittance, purchase orders and invoicing.
- Creatively coming up with solutions on the fly to ensure accounts stay ahead of the game and can compete in an ever-changing digital marketplace.

As well as being human, we would also like:

- A genuinely likeable and communicative person.
- Decent experience in Account Management.
- Experience with Amazon either Seller or Vendor. Other platforms a +.
- Experience with PPC and online marketing such as Google Adwords and Amazon Advertising (AMS).
- Strong Microsoft Excel skills, and ability to work with large data sets.
- Sound business acumen – can build strategies and concepts to fit a client's needs.
- Self-starter and self-motivated individual, with an entrepreneurial mindset that can be used to creatively drive growth on their accounts.
- Being able to work in a small unstructured and entrepreneurial business environment.
- Highly organised and able to multitask without any loss of output or focus.

What we offer

It is not just work, work, work we do offer other things you know:

- The greatest riches of all: learning!
- The second greatest riches of all: uncapped commission ;-).
- Private Medical Insurance (minimum tenure required).
- Remote working.
- Free products and employee discount scheme (check our portfolio.... it's the good stuff!).
- God said: give a free day off on your birthday.
- Highly entrepreneurial working environment.