



Graduate - Marketplace New Account Manager, Spain (Madrid)

Job Description: We are looking for ambitious graduates to join our Marketplace team based in Madrid. Your role will be focused on contributing to new business acquisition through lead generation, phone/email-based business evaluation and supporting the business launch of new sellers – as they make their wide range of products available to millions of Amazon customers. You will also build seller relationships as an account manager – supporting a seller in their business launch and helping them grow their business on Amazon. In addition to account management, you will be responsible for incorporating feedback from the sellers into new opportunities to improve Amazon’s products, services, processes, systems and tools for all 3rd party sellers.

Responsibilities:

- Identify, prospect and recruit high-potential sellers to Amazon.es website, via phone or email
- Effectively prioritize and lead a pipeline of sellers to consistently meet/exceed quarterly targets
- Be a business partner for new sellers providing them with data-driven insights and advice to optimize their success on the Amazon Platform
- Work closely with new sellers, educating them about Amazon’s high standards of Delivery and Customer Experience
- Enable sellers to learn and master Amazon's tools and systems so they may become self-sufficient in handling their catalog, inventory and performance efficiently and to the required standards
- Learn and understand the specificities of your categories to spot popular brands, trends, seasonal items and pricing to best tailor your pitch and advice to sellers
- Track and report business development results, analyze data, interpret reports and information for your portfolio of sellers
- Prioritize your time optimally to achieve your targets a results oriented environment

Requirements:

- Completed Bachelor’s/Master’s degree
- Fluent written and verbal communication in Spanish and English
- A third European language is a plus (verbal and written)

How to apply:

Please send your CV in English to Rita Palmeira (palmeira@amazon.com) and for additional info to Urko Vilariño (urko.vd@opendeusto.es).