

# Turkey Jobs Expertini®

## E-Retailer Executive / Manager, Consumer Products

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Company: L'Oréal

Location: Umraniye

Category: other-general

The world leader in beauty, present in countries on five continents!

Our international brands include L'Oréal Paris, Kiehl's, Vichy, Giorgio Armani Beauty, Garnier, Yves Saint Laurent Beauté, Ralph Lauren, Maybelline New York, Kérastase, Biotherm, Viktor&Rolf, Urban Decay, Lancôme, NYX PMU, L'Oréal Professionnel, Vichy, La Roche-Posay, Diesel, Cerave, our local brand İpek and more.

For more than a century, L'Oréal has devoted itself solely to one business: beauty. We strive to be the st **beauty-tech** company all around the world!

The group's mission is to provide the best in cosmetics **innovation** to women and men around the world with respect for their **diversity** . We want to **beauty to all people** . Our ambition for the coming years is to win over another one billion consumers around the world by creating the cosmetic products that meet the infinite diversity of their beauty needs and desires.

If you are ready to take charge of your career and join us on our quest for the next billion consumers, follow us to get the insider scoop on our business, culture, and tips on how to join us to shape the future of beauty. Join our **Consumer Products Division** !

### WHAT YOU'LL DO

Develop and execute strategic plans to drive e-retailers conso & sellout and protability growth.

Manage and optimize e-retailers platforms to maximize visibility and revenue.

Collaborate with cross-functional teams, including ecom activation, marketing, digital to ensure alignment & execution of e-retailers strategies and goals.

Do yearly e-JBPs with key accounts. Lead and negotiate annual agreements.

Develop plan, KPI and Goals to achieve sales KPIs for e-retailer

Identify new ecommerce trends and opportunities for business growth and implement action plans

Analyze each e-retailer's performance to identify strengths, weaknesses and business opportunities.

DO YOU HAVE WHAT IT TAKES

years' university degree

Minimum years of experience for Executive and minimum years of experience for Manager

Strong understanding of E-Commerce performance results

Good financial knowledge and P&L Management, Budget management and eJBP Process Management

Deep knowledge on e-commerce operations (logistics, warehousing, supply chain, finance, inventory-stock allocation and replenishment)

Excellent communication skills in English

Intercultural work ability

Collaborative spirit

Substantial analytical skills

Solid communication and networking skills

Proactive achiever who enjoys complex challenges

Likes to work in a fast-paced environment with a high standard of quality

Driving license (B) & Active, able to travel

WHAT COULD L'ORÉAL OFFER YOU

The ultimate place to win and achieve your career dreams if you take initiative and push the boundaries while helping others shine along the way

Work with some of the biggest brands and experts in the business, and the most passionate people

A diverse environment

Opportunity to be at the center of digital transformation

World class training and development

WEARELOREAL

Take a closer look at our world !

Puedes inscribirte en un máximo de tres ofertas en un período de días.

No puedes retirar tu solicitud una vez enviada, así que asegúrate de elegir la posición que mejor se adapte a tus habilidades y aspiraciones.

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