



MANOJ RAJPUT

E-commerce Manager

DETAILS

New Delhi, India

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9582961029

PROFILE

Highly skilled E-commerce Marketplaces Specialist with Highly skilled E-commerce Marketplaces Specialist with over 5 years of hands-on experience in managing and optimizing online marketplaces for maximum performance. Demonstrated expertise in driving significant revenue growth through strategic marketplace management, leveraging advanced SEO techniques, and implementing targeted marketing campaigns. Proven ability to enhance product visibility, optimize listings for search algorithms, and increase conversion rates across diverse platforms such as Amazon, eBay, and Shopify. Strong analytical skills combined with a deep understanding of marketplace trends enable me to identify opportunities for growth, develop effective strategies, and deliver measurable results. Passionate about staying ahead of industry trends and continuously refining strategies to exceed client expectations and drive business success. over 5 years of hands-on experience in managing and optimizing online marketplaces for maximum performance. Demonstrated expertise in driving significant revenue growth through strategic marketplace management, leveraging advanced SEO techniques, and implementing targeted marketing campaigns. Proven ability to enhance product visibility, optimize listings for search algorithms, and increase conversion rates across diverse platforms such as Amazon, Flipkart, Myntra, Pepperfry, eBay, and Shopify. Strong analytical skills combined with a deep understanding of marketplace trends enable me to identify opportunities for growth, develop effective strategies, and deliver measurable results. Passionate about staying ahead of industry trends and continuously refining strategies to exceed client expectations and drive business success.

EMPLOYMENT HISTORY

Warehouse Manager , Cste international , New Delhi

JULY 2020 – JANUARY 2023

- Inspired and motivated warehouse teams in operational improvement, increasing team efficiency.
- Dispatched and assessed product quality, achieving outstanding customer satisfaction.
- Managed day-to-day shipping and receiving, typically overseeing more than 500+ packages in a 24-hour period.
- Regularly tracked stock levels, promptly ordering low-stock items to maintain operational readiness.
- Updated customers and interdepartmental employees on critical shipments upon request.
- Oversaw shipping and receiving activities, accomplishing a customer pick rate of 100% by monitoring zone separation.
- Planned stock quantities according to marketplace demand and sales forecasts.

- Researched issues to address shipping errors and packaging mistakes.
- Improved search engine optimisation to increase quantity and quality of website traffic.
- Produced compelling, high-quality content for online marketing platforms to increase reach and engagement.
- Improved search engine rankings by designing and implementing onsite and offsite tactics.
- Guided teams in product merchandising and inventory management.
- Troubleshoot problems and diagnosed system faults.

E-commerce Specialist , Pop The Party , Delhi

JANUARY 2023 – JANUARY 2024

- Managed accounts and invoices, keeping finances up-to-date and accurate.
- Carried out keyword research to determine high traffic potential.
- Updated SEO optimising tasks using content management systems.
- Developed research strategies to assess market demand for new offerings.
- Used data to build strategies for targeting specific markets and consumer demographics.
- Conducted market research on products and brands to optimise assortment.
- Amended product listings, managing photo edits, webpages and pricing info.
- Provided online product demonstrations and video tutorials to educate customers regarding functionality, offering detailed instructions.
- Trained team of online sellers to use innovative strategies in selling, promote products and services and comply with procedures and protocols.
- Created customer awareness of goods, services and special promotions with creative advertising strategies.
- Collated consumer data for product preference analysis and campaign optimisation.
- Employed external sales and promotions teams to maximise campaign reach and revenue.

Ecommerce SEO Specialist , Essence Studio , Haryana

JANUARY 2024 – PRESENT

EDUCATION

12thpass, Govt boys sr sec school no1 Rajouri Garden

LINKS

[Linkindia profile](#)

SKILLS

Leadership Skills

Creativity

Ability to Work Under Pressure

Ability to Multitask

Customer Service

Teamwork

Leadership
E-commerce portal handles
Image Editing
Traditional fine art skills
Listings
Amazon PPC Expert
SEM Expert
Logistic Specialist
Ecommerce Platforms Development
Sales and marketing Strategy
Team Supervisor
KPI Management

HOBBIES

Making a paintings. Playing Outdoor Games.

LANGUAGES

Hindi

Communication Skills
Problem Solving
Photo Shoots
Customer Experience
Online Advertising
SEO Expert
Ads Specialist
Content Creator
Market Research
Promotion Planning Skills
Advanced Research
Brand Development

English

Pragati Maidan Painting Competition , Delhi
2 Times National Painting Competition Winner