



<b>Job title</b>	eCommerce Account Manager B2B - Home Appliances
<b>Location</b>	Bangkok, Thailand

#### **Company Description**

We are currently assisting one of the region's largest internet and eBusiness companies.

#### **Duties and Responsibilities**

The primary function of this role is to drive B2B eCommerce business by responsible for revenue, profit and loss of the company Business-to-Business (B2B) online retail initiative.

Main responsibility is to expand the selling merchandise categories not only limit to company's phone and gadget but also to other categories such as fashion, beauty, living, appliance, etc. To transform eCommerce B2B online bulk sales to "eCommerce B2B E-Franchise/ Dealer Online Platform" which has been one of company's main corporate strategy, not only to sell to dealer and e-franchisee through this e-commerce platform but to evolve this platform so that it can be utilized throughout the organization in all aspects of from e-sourcing strategy, merchandise seller network, business platform development, channel partnership, outsourced e-commerce partnership,

#### **Candidate Profile**

- Educational background: Bachelor or Master Degree in MBA or Marketing related field.
- 5 years up of experience in multiple disciplines such as sales channel.
- Possess the seller network wide connection for expanding the dealer online and bulk sales efficiently.
- Be a self-starter who is motivated and innovative and have experience of working in a pressurized environment which is target driven.
- Possess strong intellectual curiosity, a passion for achieving practical business impact, and skills in problem definition, rigorous analysis, and recommendation development will also be critical.
- Demonstrated skills as a communicator, both orally and in writing and must possess.
- Strong interpersonal skills.
- Strong computer literacy.
- Excellent instructional capabilities including project management and strong.
- Presentation skills.

<b>Approved by:</b>	(on behalf of CEO)
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