



Data Scientist - Ecommerce

US - Remote

Technology / Full-Time / Remote

OUR STORY

Quince was started to challenge the existing idea that nice things should cost a lot. Our mission was simple: create an item of equal or greater quality than the leading luxury brands and sell them at a much lower price.

OUR VALUES

EVERYONE SHOULD BE ABLE TO AFFORD NICE THINGS. Quality shouldn't be a luxury. We're proud of our mission to bring the world's highest quality goods to people at affordable prices.

QUALITY IS MORE THAN MATERIALS. True quality is a combination of premium materials and high production standards.

WE FOCUS ON THE ESSENTIALS. From the perfect crewneck sweater to hotel quality sheets, we're all about high quality essentials that bring enjoyment to daily life.

WE'RE INNOVATING TO MAKE UNREAL PRICES A REALITY. Our uniquely developed factory-direct model lets us offer exceptionally high quality goods for much lower prices than our competitors.

ALWAYS A BETTER DEAL. We believe in real price transparency, for both our customers and factory partners. This way, everyone gets a better deal.

FAIR FACTORIES. We are committed to working with factories that meet the global standards for workplace safety and wage fairness.

OUR TEAM AND SUCCESS

Quince is a retail and technology company co-founded by a team that has extensive experience in retail, technology and building early stage companies. You'll work with a team of world-class talent from Stanford GSB, Wish.com, D.E. Shaw, Stitch Fix, Urban Outfitters, Wayfair, McKinsey, Nike etc.

THE IDEAL CANDIDATE

The ideal candidate is a self-starter, problem-solver and successful in combining technology and data into best-in-class outcomes. The candidate is energized by solving complex business problems and consistently effective in making high-judgment decisions at rapid pace amidst the frequent ambiguity that comes with charting a course of action with no precedent. Moreover, the ideal candidate is energized by an environment where strategy, innovation and decision-making are intentionally distributed, where candor, speed and data are highly valued and colleagues at all levels hold each other to unusually high standards on behalf of Quince customers.

Quince is looking for a talented individual to join our Ecommerce team as an Ecommerce Data Scientist. In this role, you will be essential in driving growth and improving the Quince consumer experience through data-driven insights and strategic analysis. You will be responsible for turning data into actionable recommendations to boost customer engagement, increase conversions, and drive revenue growth.

Responsibilities

- Translate data into critical insights to unlock growth across the Quince ecommerce experience
- Perform comprehensive analysis of customer behavior on the site and the conversion funnel to make recommendations and implement strategies for improvement
- Own strategy and development of daily, weekly, and monthly dashboard for reporting both within the ecommerce team and to the Quince leadership
- Serve as business owner of ecommerce data, ensure comprehensive and accurate event and data capture
- Support A/B and MV testing, methodology, results analysis, and recommendations
- Perform ad hoc issue investigation and quantification of business impact
- Perform ROI analysis to assess the impact of different initiatives in informing the ecommerce roadmap

- Stay up-to-date on the latest ecommerce trends and technologies to identify new opportunities for growth

Qualifications


- Bachelor's degree in a quantitative discipline (Economics, Statistics, Engineering, Applied Mathematics) preferred
- 2-5 years of relevant experience in data science or analytics role
- Experience with the consumer conversion funnel
- Strong analytical skills and ability to communicate complex data
- Strong proficiency in SQL, Excel, Looker, and Tableau
- Excellent written and oral communication skills, including an ability to communicate across business areas
- Ability to prioritize and deliver on multiple threads of work in a fast-paced environment
- Strong personal work ethic, including personal initiative and ownership

Quince seeks to build high-performing teams of people from various experiences and backgrounds who can collectively push our company into new realms. We seek a diverse pool of applicants and consider all qualified candidates regardless of race, ancestry, color, gender identity or expression, sexual orientation, religion, national origin, citizenship, disability, Veteran status, marital status, or any other protected status. If you have a special need or disability that requires accommodation, please let us know.

Security Advisory: Beware of Frauds

At Quince, we're dedicated to recruiting top talent who share our drive for innovation. To safeguard candidates, Quince emphasizes legitimate recruitment practices. Initial communication is primarily via official Quince email addresses and LinkedIn; beware of deviations. Personal data and sensitive information will not be solicited during the application phase. Interviews are conducted via phone, in person, or through the approved platforms Google Meets or Zoom—never via messaging apps or other calling services. Offers are merit-based, communicated verbally, and followed up in writing. If personal information is requested to initiate the hiring process, rest assured it will be through secure and protected means.

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