



Account Executive

The role in a nutshell...

As the Account Executive you will be responsible for managing client relationships and executing digital strategies across a variety of categories, predominantly through the Amazon platform. Your role will be centred around building long term relationships with our clients, advising and executing marketing strategies based on agreed commercial targets.

A bit about us...

Toucan Ecommerce was launched to support brands on their journey into the digital world. We saw a gap in the market where most brands want to sell their products on Amazon, but struggle with the technicalities and the strategy. That's where we come in! We work collaboratively with brands of all sizes, enabling them to launch and sell effectively on Amazon, boosting their sales and driving value for each client.

We are proud to say that we are working with some of the biggest brands in FMCG, sports nutrition, healthcare and beauty just to name a few. We handle Amazon revenue in excess of £10M spread across multiple clients and marketplaces and are looking to further grow the business.

You will be working in a close-knit team, operating alongside the two founders of the business who have years of experience in the ecommerce and digital marketing industries. We are seeing substantial growth in a unique digital sphere and you will be one of the early employees in the company and crucial to our success.

Due to the fast-growing business we will be relying on you to drive this role. As a small start-up we are eager for an individual to come in with a 'can-do' attitude, proactivity and the desire to drive their client accounts forward - seeking to add value wherever possible.

Key Responsibilities...

The role involves liaising with senior stakeholders, helping to maintain and build positive client relationships whilst delivering success for our clients in their online sales objectives.

You will be:

- Working with clients on their Amazon marketing/sales strategy [Vendor Central and Seller Central]
- Implementing effective product launches on Amazon
- Managing client budgets and running Amazon Advertising campaigns in line with agreed KPIs
- Liaising with Amazon Vendor/Seller Managers
- Reporting on sales, marketing campaigns and account performance
- Supporting brands on their launches into other Amazon territories
- Regularly meeting with clients
- Networking with clients and industry members to gain new leads and opportunities
- A fun and friendly person to have in the office

Skills/Requirements:

- University degree or relevant business experience
- Previous client management experience
- Confident and ambitious candidate that enjoys networking and building strong relationships
- Hardworking, flexible and has a can-do attitude
- Good working knowledge of Microsoft products; Excel, Powerpoint, Word
- Excellent organisational skills and an ability to work in both a team and individually
- High-energy and self motivated

Why join Toucan:

- You will receive comprehensive and ongoing training/development
- You will gain an in-depth understanding of our business and the way Amazon operate
- Be part of a successful and dynamic team with an entrepreneurial culture
- Impact the wider business performance with visible results
- Toucan have an office in a vibrant co-working environment which has an on-site coffee shop/deli, pool table, regular networking events and end of month drinks
- Regular team social events and trips