

e-Commerce Manager, L'Oréal Dermatological Beauty Division

[Apply Now](#)

Company: L'Oréal

Location: Nea Ionia

Category: business-and-financial-operations

In L'Oréal, for more than a century, we have devoted our energy, our passion and our competencies solely to one business: beauty. It is a business rich in meaning, as it enables all individuals to express their personalities, gain self-confidence and open up to others.

L'Oréal has set itself the mission of offering all women and men worldwide, the best of cosmetics innovation - in terms of quality, efficacy and safety - by meeting the infinite diversity of beauty needs and desires all over the world.

Our Company is present in countries with more than . employees and international complementary brands, like L'Oréal Paris, Garnier, Maybelline, NYX Professional Make-up, L'Oréal Professionnel, Kérastase, Redken, Essie, Lancôme, Biotherm, Helena Rubinstein, Yves Saint Laurent, Giorgio Armani, Ralph Lauren, Cacharel, Vichy, La Roche-Posay, Prada, Muggler etc.

In L'Oréal Hellas, we are a team of more than employees, and we mostly specialize in the fields of marketing, business development, finance, supply chain, accounting, customer service and HR.

e-Commerce Manager

L'Oréal Dermatological Beauty Division

Divisional Overview

In the L'Oréal Dermatological Beauty Division, we make a difference to the lives of millions of consumers by improving the health and beauty of their skin, through every stage of life. Our brands (Vichy, La Roche Posay, CeraVe, SkinCeuticals) lead the way in skin care innovation, offering safe and effective products and services that deliver their promises.

We invest heavily in research and development, and co-create our products with health professionals, scientists and the , dermatologists we serve around the world. We also design connected beauty experiences, harnessing intelligent technologies to empower people to take control of their skin health.

Our mission is to make a positive impact on people's lives. We are driven by human values of trust, respect, and authenticity. Our teams work in a dynamic, supportive environment and work on meaningful projects that are changing the future of medical beauty. If you want to lead in innovation, technology, and research, and you care about collaborating with passionate colleagues, serving communities, and acting for the planet, please join us!

The Position

L'Oréal LDB Greece is looking for an E-Commerce Manager to design and implement the Online commercial strategy and action plans at channel / group of accounts level, for pure and hybrid players (O+O) based on Commercial & Brands Priorities.

The role reports to the Commercial Manager and has a strategic scope and close collaboration with a strong network like, zone E-commerce Director, Customer Business Director, National Field Director, Sales Analyst, Market Intelligence & RGM Manager, Brand Managers, Business Development team, CDO & CDMO team.

You will

Contribute to ManCom business vision by sharing online channel perspective, risks and opportunities. Design and pilot the Online Commercial Policy, under the supervision of the Commercial Manager

Build & Achieve online results (turnover, Market Share, Profit). Steer budget and P&L of e-com channel and customers. Be in charge of developing gross margin, ensuring full compliance with the European commercial guidelines (trade-terms, price corridors).

Develop trusting relationships with e-accounts. Build a deep customer intelligence and strong network with key stakeholders of the e - retailers.

Develop customer understanding through customer data, contributing to the overall analysis of the consumer path to purchase. Leverage all the appropriate platforms (similar web, eRetail audit, Retail Media, etc..) to retrieve and analyze data capturing growth opportunities.

Activate the right business drivers by tracking and drawing conclusions from specific e-

commerce KPIs (unique visitors, conversion rate, profit optimization).

Adapt strategy to fit with the nuances of local e-commerce markets and leverages best practices.

Overview and lead the implementation of Selective Distribution Agreements (SDA). Fulfill the audit and create an action plan when it is necessary.

Work closely with marketing to define the consumer experience. Ensure that the brand presence and journey online is consistent with overall brand standards and strategy.

Ensure synergies between the brand's own digital activities and those of the retailers .

Cooperate with Business Development to develop dermo cosmetics category in respect with SDA.

Develop a strong direct team (eKAMs) through coaching, upskilling and using a common language to implement the strategy of the ecom channel.

Cascade effectively the Online Commercial Strategy to the team managing the e-retailers. Accompany them in the online learning journey

Orchestrate and cooperate with internal stakeholders: Work closely with ASPM to build the national activation plan and decline it per customer. Develop and Monitor the retail media plan cooperating with the Digital manager & Media Director according to the Group guidelines. Contribute to upskilling plan of other commercial teams in relevant topics. Participate in ecom Zone meeting, align with the way we work at European level and coordinate the appropriate teams when it is necessary.

Who are we looking for

A strategic thinker with strong analytical skills and shopper centricity and passionate for e-commerce growth

Strong negotiation skills and commercial savviness

Capable of inspiring strong collaboration in an organization

Ability to compile and analyze search data and metrics, perform CTR and conversion

In depth UX and web analytics understanding

Working knowledge of digital marketing

Strong background in managing and directing e-commerce websites or e-Key account management, ideally in a similar industry

Interested and aware of new tech trends

A minimum of years of experience in a similar e-commerce position is a must

Excellent presentation, communication and influencing skills

Collaboration and cooperation skills with ability to form strong relationships with various stakeholders

Creativity, personal drive, innovation

Proficient English communication skills (written & verbal)

You are

Strategic. In the way of thinking & having the ability to react and adapt quickly, following the market needs.

Entrepreneurial. Every single day, you spot opportunities to shake things up and change the world for the better.

Driver. There's no blueprint for the future. You'll have to design it.

Only human. You'll screw up sometimes, but you have no fear of failure because you're smart enough to learn from mistakes.

Ambitious. You crave success and we'll support you all the way. That way, we all win.

Respectful. Whether you're talking to our CEO or anyone else, you treat everyone the same.

One of the gangs. Even if you're Superman or Wonder Woman, you recognize that teams are the real heroes. And so, do we.

Open. To new ways of doing things. To other people's (sometimes crazy) ideas.

You. You're real. And you're true to yourself. We cherish and celebrate diversity, so you'll feel right at home whoever you are.

Does it sound like you? weareloreal and we are thrilled to receive your CV and potentially meet you!

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.

[Apply Now](#)

Cross References and Citations:

1. e-Commerce Manager, L'Oréal Dermatological Beauty Division [GardeningjobsJobs Nea Ionia Gardeningjobs](#)
2. e-Commerce Manager, L'Oréal Dermatological Beauty Division [Highestpayingjobs Jobs Nea IoniaHighestpayingjobs](#)
3. e-Commerce Manager, L'Oréal Dermatological Beauty Division [SearchaustralianjobsJobs Nea IoniaSearchaustralianjobs](#)
4. e-Commerce Manager, L'Oréal Dermatological Beauty Division [Thejobsnearme Jobs Nea Ionia Thejobsnearme](#)
5. e-Commerce Manager, L'Oréal Dermatological Beauty Division [Businessjobs Jobs Nea Ionia Businessjobs](#)
6. e-Commerce Manager, L'Oréal Dermatological Beauty Division [Transportationjobs Jobs Nea IoniaTransportationjobs](#)
7. e-Commerce Manager, L'Oréal Dermatological Beauty Division [Searchcanadajobs Jobs Nea IoniaSearchcanadajobs](#)
8. e-Commerce Manager, L'Oréal Dermatological Beauty Division [Christmasjobs Jobs Nea Ionia Christmasjobs](#)
9. e-Commerce Manager, L'Oréal Dermatological Beauty Division [GeologyjobsJobs Nea Ionia Geologyjobs](#)
10. e-Commerce Manager, L'Oréal Dermatological Beauty Division [JobsproJobs Nea Ionia Jobspro](#)
11. e-Commerce Manager, L'Oréal Dermatological Beauty Division [Europajobscentral Jobs Nea IoniaEuropajobscentral](#)
12. e-Commerce Manager, L'Oréal Dermatological Beauty Division

SchoolcounselorjobsJobs Nea IoniaSchoolcounselorjobs↗

13. e-Commerce Manager, L'Oréal Dermatological Beauty Division Govcareer Jobs Nea Ionia Govcareer ↗

14. e-Commerce Manager, L'Oréal Dermatological Beauty Division GeneticsjobsJobs Nea Ionia Geneticsjobs↗

15. e-Commerce Manager, L'Oréal Dermatological Beauty Division Europejoblistings Jobs Nea IoniaEuropejoblistings ↗

16. e-Commerce Manager, L'Oréal Dermatological Beauty Division OslojobsJobs Nea Ionia Oslojobs↗

17. e-Commerce Manager, L'Oréal Dermatological Beauty Division Irelandjobs Jobs Nea Ionia Irelandjobs ↗

18. e-Commerce Manager, L'Oréal Dermatological Beauty Division Searchamericanjobs Jobs Nea IoniaSearchamericanjobs ↗

19. E-commerce manager, l'oreal dermatological beauty division Jobs Nea ionia ↗

20. AMP Version of E-commerce manager, l'oreal dermatological beauty division ↗

21. E-commerce manager, l'oreal dermatological beauty division Nea ionia Jobs ↗

22. E-commerce manager, l'oreal dermatological beauty division JobsNea ionia ↗

23. E-commerce manager, l'oreal dermatological beauty division Job Search ↗

24. E-commerce manager, l'oreal dermatological beauty division Search ↗

25. E-commerce manager, l'oreal dermatological beauty division Find Jobs ↗

Source<https://gr.expertini.com/jobs/job/e-commerce-manager-l-oreal-dermatological-beauty--nea-ionia-l-oreal-fb7a19ae7f/>

Generated on: 2024-05-02 by Expertini.Com