



**STABILO – colorful und powerful: For more than 160 years, we have been making the world a lot more colorful. And that goes for our team, the job we do and our corporate culture. As one of the leading writing instrument manufacturers in Europe, we are consistently curious, conscious of trends, inspiring and visionary – just like our customers. As part of our team, you can look forward to interesting work in a family-run company, where you can put your own ideas and make discoveries.**

So come on board and make your mark from now on in the „International Sales / Americas & European Agencies“ department as

## eCommerce Manager Marketplace Enablement for International STABILO Agencies (m/f/d)

### Your tasks:

**Analysis** – evaluate the regional eCommerce landscapes in our agency markets with a focus on Americas and Europe and assess each marketplace and multichannel retailer opportunity with a view to enabling new business.

**Contribute** - to the global eCommerce strategy & tactics as member of the respective forums and derive a regional approach.

**Drive and develop** - the regional eCommerce activation plan - utilize your understanding of the eCommerce landscape in respective markets to execute together with our partners the premium shopping experience on platforms and multichannel retailers. Co-drive the further development and implementation of digital tools (e.g. PIM) in respective areas to optimize processes and brand consistency.

**Collaboration** - work closely with external and internal partners at local, regional and global level, to secure consistent best-in-class Omnichannel execution in line with our brand guidelines. Be responsible for increasing visibility, sell through and market share across all online channels and accounts (pure player, marketplace and multichannel retailers).

**Capability Building** - upskill the regional team in digital and eCommerce capabilities, import and export best practices in the eCommerce forums.

### Your profile – multifaceted:

- BA / BS in Business, Marketing, Economics, Information Technology or related field (Master preferred)
- 3+ years professional experience (demonstrated experience in eCommerce, platform management, sales and/or other digital marketing fields from a consumer goods brand, digital agency or retailer)
- A passion & curiosity for eCommerce: you see digital as a business enabler and sales channel
- Strong communicator and collaborator, with a background working with different international markets and cultures
- Strong drive for results, organizational and planning skills to handle multiple tasks and business partners
- Fluency in German and English is required; Spanish would be beneficial.
- Experience in major marketplace management (e.g. Mercado Libre & Amazon) is highly desirable
- You are team-oriented and enjoy developing yourself and others
- Experienced in managing multiple projects and agile ways of working
- Analytical approach take decisions based on data insights
- Understanding of IT environments is a plus

### What we offer:

**Work internationally** – Look forward to interesting work in an international environment. Our more than 1.500 employees worldwide are passionate about their tasks.

**Strong brand** – We live our passion: STABILO. For over 160 years, we've been getting our inspiration from the diversity and creativity of our customers and fans. Our motivation is to help millions of people express themselves.

### Get to know us!

Please send us your complete application documents, sharing your salary expectations, the earliest starting date and how you found out about this job.

We look forward to hearing from you!

**STABILO International GmbH**  
**Human Resources**  
 Schwanweg 1  
 90562 Heroldsberg

Your contact person:  
**Cornelia Pauly**

Discover STABILO:

[www.stabilo.com](http://www.stabilo.com)

hunu<sup>33</sup>

