

eBay - Merchandising Specialist

(Contract based role at Adecco)

This role will help facilitate a global Deals initiative on behalf of our APAC sellers. This person will be responsible for understanding their Book of Business and optimizing GMV for at least 4 key merchandising programs simultaneously: Frites, US, UK, AU, and Global Buying Hub.

Roles and Responsibilities:

- Provide seller inventory guidance and merchandising strategy based on analytics and promotional calendar
- Conduct weekly/bi-weekly calls with sellers to understand inventory mix and communicate upcoming opportunities
- Seller visits:
 - Visit new sellers and conduct orientation on various Deals programs
 - Visit sellers at least once a year for strategic planning, audit product quality, and relationship building
- Submit inventory on behalf of Book of Business to various Deals programs
- Handle all seller communication regarding Deals:
 - Relay inventory strategy on a weekly basis
 - Communicate selections and requested revisions
 - Improve listing quality
- Negotiate with sellers to ensure competitively priced inventory
- Coordinate with BU Category managers or run vertical merchandising strategy on various platforms
- Make sure to include TSAMs and Category Managers in communication as needed

Job Requirements

- BA degree
- Strong interpersonal skills, background in Sales is a plus
- Detail-oriented with strong organizational and time management/prioritization skills
- Highly motivated with ability to thrive in a fluid, demanding, fast-paced environment
- Outstanding verbal, written communication and presentation skills
- Must be comfortable with a demanding schedule as issues on a live Deals Program may arise any time
- Must be open to travel for seller visits
- eBay experience is a plus

Application Method

Submit cover letter and CV to hkcbt@ebay.com.