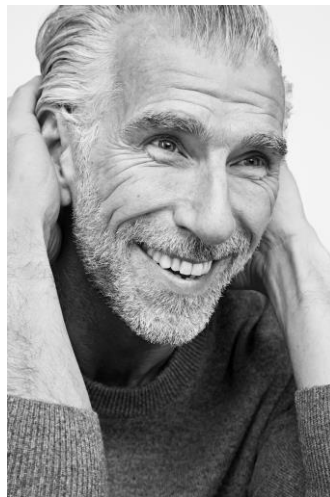


Smart choices for everyday healthcare

Karo Pharma offers a portfolio of everyday healthcare products and services that help prevent illness and treat health problems. With a wide range of trusted, documented, and original brands, backed by services for partners, customers, and consumers, we provide people with the options, knowledge, and access they need to stay healthy. We call it smart choices for everyday healthcare. We specialize in seven product categories: intimate health, dermatology, foot health; pain, cough and cold; wellness; digestive health and specialty products. Across these categories we own a range of differentiated brands in both prescription drugs (Rx) and consumer products (OTC).

Karo Pharma's products and services are present in over 90 markets with own subsidiaries in over 11 European countries. Karo Pharma, has a revenue of SEK 3 bn in 2021, is headquartered in Stockholm and listed on Nasdaq First North Growth Market.



Marketplace Manager - FBA for [Remescar](#)

📍 **Ghent (Belgium) / Maidenhead (UK)**

Remescar is young, dynamic and strong growing eCommerce brand with headquarter near the beautiful city of Ghent and offices in Rotterdam (NL), Düsseldorf (DE) and Maidenhead (UK). Remescar is the brand of Karo Pharma, a Swedish public company striving to improve people's health and wellbeing. Karo's vision is to become the leading omni-channel player in Europe within everyday health. We help people to make smart choices for everyday healthcare through a variety of consumer brands: Alpha Foods (food supplements & health nutrition), Nutravita (food supplements, health nutrition & VMS), Remescar (skincare) & Satin Natural (skincare).

As part of these ambitions, we are expanding our digital marketing and e-commerce squads and are looking for a Marketplace Manager to work cross-functionally across our Amazon accounts.

Key Area of Responsibilities

- Manage the Amazon accounts at 6 countries and over 100 products by championing our sales goals
- Establish and roll out the Amazon accounts growth strategy, observe analytics, adjust, get the maximum return out of it – repeat

- Manage improvement initiatives and projects, for example: drive new product launches, optimize and improve current product listings, observe trends in key words and search volumes
- Be the key point of contact to our Amazon business development team, stay up dated on the most sensitive parts of Amazon selling policies, address possible account issues
- Analyze accounts performance: conduct deep dive analysis and provide routine executive-level reporting on the current business and future opportunities, monitor prices, ratings, promotions and further metrics that are important to drive sales
- Proactively collaborate with our Sales team and advice the executive management on technologies, automation possibilities, new trends, and further opportunities that can help brands' success on Amazon

Qualifications and education

- University Degree in business administration or sales-related major
- Experience managing and growing Amazon accounts before, during, and after pandemic's hits
- Highly analytical mindset: your decisions are based on the data, observations, and experience, if you are missing something, you know how to get the needed data
- Experience with advertising or media, especially Amazon PPC campaigns, analytics, and ads budget management
- Deep understanding of and passion for business development via Amazon and further e-commerce channels
- English proficiency, any further European language is a plus

We offer

- Opportunity to create, grow, and encourage
- Flexible schedule and life work balance
- Responsibility for exciting and challenging projects that have a direct, visible impact on our customers and the industry
- Very positive work environment in a young, international, and motivated team

Karo Pharma has a Diverse & Inclusive environment. We are looking for qualified candidates irrespective of gender, gender identity, sexual orientation, ethnicity, race, religion, national origin, disability or age.