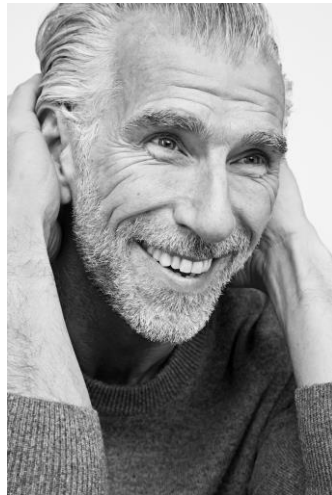


Smart choices for everyday healthcare

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 the brands [Alpha Foods](#), [iWhite](#), [Nutravita](#), [Remescar](#) and others

📍 Barcelona (Spain)

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
- Spanish and English proficiency, any further European language is a plus

We offer

- An appealing international career opportunity within a great and international team in a dynamic, strong and growing environment where everything is still possible
- You have all the benefits of working in a startup environment while still enjoying the many benefits of a bigger, established group
- You will be collaborating directly with our social lead, and will have the ability, as you progress in your role, to get more involved in social strategy execution & building strategies for the future
- Apart from a competitive salary pack (amongst which hospitalization insurance, meal vouchers and other extra perks & benefits), there are lots of growth opportunities to meet your ambitions
- Our team is working in various different set-ups that help them perform best (hybrid, remotely, in the office) and our infrastructure has been build around remote working as our team is not all based in Belgium. You will have the option to discuss the setup that works best for you with your hiring manager during the interview
- Grow with us: There is no set path for this role, but if you're passionate and drive results, there is absolutely no limit to what you can achieve with us in terms of your own professional growth

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.