



New Account Manager

Amazon, one the world's leaders in e-commerce, is expanding its B2B business and looking for a smart and ambitious New Account Manager Merchant Services based in Bratislava to advance his/her career within Amazon by enabling partnerships with merchants to offer their products on all Amazon European websites. Operating in a fast-moving and challenging environment, Amazon's high performance bar requires that you are self-motivated and target-driven, able to communicate effectively with external and internal partners in a confident and professional manner.

About the role

Your job will consist of recruiting, educating and managing potential merchants for Amazon website. In your day-to-day job, you will be faced with numerous challenges such as:

- Reach out to new merchants and analyze their potential for Amazon. In order to do that you must be comfortable making first steps, confidently explaining advantages and benefits of partnering with Amazon in a professional and consultancy-like style.
- Help merchants integrate their catalog data onto the Amazon platform, being able to deal with different business profiles and sectors, master Amazon's internal tools and teach new clients how to use these tools.
- Work closely with new merchants to expand their selection and improve their performance in order to conform to Amazon's high customer experience standards.
- Participate in new service introduction, assist process-improvement and tool refinement.
- Help improve Amazon's business processes and make us more effective in supporting our sellers.

About you

- At least one year of full-time relevant experience in fast-paced environments with a proven track record achieving quarterly/yearly goals.
- Bachelor's Degree in Economics, Business, Marketing, Engineering or related degree required
- Computer skills (MS Office).
- Data analysis skills and proficiency with Excel.
- Fluency in English and either French, Spanish or Italian
- Excellent presentation, interpersonal and communication skills.
- A great deal of personal initiative and strong hands-on attitude along with creativeness, decisiveness and results-driven mentality for a business-focused way of thinking.
- Able to work within a cross-functional team

Preferred qualifications:

- Master's degree in Business Administration, Marketing and/or Sales.
- International academic experience or in-company practice student internships.
- Experience in outbound sales would be an advantage.
- Experience in solving analytical problems, either in professional experience (advanced data analysis) or education.
- Knowledge of German, Spanish, French or Italian would be an advantage



About us

We've been online since 1995 and in that time we've grown pretty quickly. We're not the kind of company that's happy to sit back and take it all for granted however, which is why we always treat every day like the first day. A day to bring in fresh ideas. A day to challenge convention. A day to make more good things happen for our customers. It's that kind of entrepreneurial spirit that will drive our success now, and reinforce our reputation for great service for years to come. You could be part of it. It's as simple as this: Work hard. Have fun. Make history.

To apply online: <http://www.amazon.jobs/jobs/300391/new-account-manager>

How 'Amazon Peculiar' are you? Find out [here!](#)

Employer of choice

Amazon is an equal opportunities employer. We believe passionately that employing a diverse workforce is central to our success. We make recruiting decisions based on your experience and skills. We value your passion to discover, invent, simplify and build. We welcome applications from all members of society irrespective of age, sex, disability, sexual orientation, race, religion or belief.