



Panda Security is seeking for an Ecommerce Specialist to lead the strategy and execution. Panda is a continually expanding multinational company, operating in a highly competitive technological sector. We are always searching for new solutions to the dynamic problems of IT security. The ideal candidate will be a tech-friendly, business-minded, meticulously-detailed leader for our Ecommerce business.

You have boundless passion for the digital space, a history of accomplishments in it and a hunger to know everything about what's happening next. You eagerly accept all challenges, no matter how ambitious and will lead the charge to not only meet but exceed them.

The ideal candidate must be comfortable working within a high-growth environment, and be familiar with all elements of the below outlined responsibilities, so as to be able to jump into the role immediately and become fully immersed with the team. The eCommerce Specialist will be a key member of our online team. Working into the Retention team, will be responsible for product upload, pricing synchronization, trading, and promotions/Cross-sells setup. They will also assist with our performance marketing initiatives, product development, and be part of our site development team.

The role is a key pivot between acquisition team, development, and CRM, and as such requires excellent communication skills, organizational and initiative. To help us deliver this proposition we are looking for a motivated, experienced and innovative eCommerce specialist who will drive our online business, ensuring it has strong traction with our current and future customers, delivering a best in class shopping experience, whilst also shaping and developing the ecommerce strategy and disciplines to drive today's trade and tomorrow's roadmap.

As the eCommerce Specialist, your duties will be to:

- Own the ecommerce platforms from business perspective. Responsible for optimization and extra revenue added to the bottom-line.
- Act as the main contact for all Store operations.
- Operating catalog, pricing and promotion submission tools, as well as troubleshooting coordination of any e-commerce related issue with stakeholders within and outside the company.
- Manage and leading on delivering the best online shopping experience possible working closely with the CRM team leads to optimize the online performance of prospects, new and existing customers, cash and credit, to deliver against customer performance goals such as life time value, AOV, customer churn...
- Work with Online Marketing to maintain a marketing calendar focusing on key ecommerce dates relating to content, products&pricing and promotions, scheduling implementation of needed elements and analyzing performance on a regular basis, reporting on KPI's and user trends.
- Understand ecommerce cross sell/up-sell opportunities, and analytical insights to help drive effective decisions.
- Develop and deliver an effective 'test and learn' approach using multi variant tests to test different online experiences including look and feel, functionality and product preferences and recommendations to drive improved online customer performance and a better customer shopping Experience.
- Understand the subscription business model and its KPIs, to identify problems and

opportunities, and build together with the acquisition and retention teams solutions to increase the performance of this model. Requirements

- Bachelor's degree required; Computer science, marketing or related field preferred.
- Master in E-Commerce, Digital Marketing or MBA is a plus.
- +3 years of e commerce experience, preferably in the software download industry.
- Strong analytical skills, experience with GA, Omniture or any other web analytical platforms
- Understand the nature of ecommerce GEO localization - High level of English, written and spoken.
- Spanish is a plus.

Additional Knowledge:

- Expert User of MS Office Suite; Mastery in Excel - Extensive knowledge of online marketing or ecommerce including SEO, paid search, web analytics, A/B testing, user experience design, mobile, social media, content marketing, conversion, and retention.
 - PHP, MySQL, CSS, HTML, XML and JavaScript knowledge, and applications such as Dreamweaver, Adobe Photoshop, etc. - Knowledge and demonstrated experience of e-commerce management platforms. - Experience in mobile/cloud technologies is preferred
- Skills:**

- Strong analytics skills and understanding of KPIs for e-commerce and subscription business models.
- Solid track record of successfully delivering complex projects from start to finish, on time and on budget.
- Exceptional team-building skills
- Strong interpersonal, communications and presentation skills

- Proven time management skills

- able to handle conflicting priorities and juggle multiple projects
- Goals oriented.
- Creative Thinker
- Should love learning new software applications and online tools

REQUISITOS

BENEFICIOS LABORALES

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Seguro médico

Por favor si te interesa conocer más de la misma, envíanos tu CV con remuneración pretendida y "Ref.Nombre de la Posición" a info@iTechCareer.com o empleoitc@gmail.com y te estamos llamando a la brevedad para darte mas detalles,

Saludos!

<http://iTechCareer.com> - Las mejores Oportunidades de Empleo IT. –