



Mercular.com is a specialized E-commerce Hobbyist Shopping Platform. We are the top-tier website strongly providing all the hobbies related products including gaming, gadgets, headphone and speaker and more. We are a startup company with rapid growth (extremely fast), our financial strength is strongly backed up by many well-known investors. If you love challenging yourself to explore skills, experience, passion and ideas to work in a warm and flexible environment, please come to join our team and grow together.

Position: Key Account Manager (Audio Gadget/Gaming, Computer PC Components, Mobile Accessories)

Responsibilities:

- Building relationships and negotiation with suppliers.
- Responsible for products in the category was assigned.
- Delivering comprehensive trend knowledge and industry insight to encapsulate our individuality in our offering.
- Prices, plans, adjustment, and arranges merchandise for display.
- Negotiating best prices in the market and marketing support.
- Ensuring product availability and planning stock allocations with brands.
- To be the first to launch new products from sellers.
- Drives sales and profitability through proper merchandising and overall presentation of specific category ownership.
- Prepare for and implement seasonal/monthly campaigns and initiatives.
- Identifies ways to drive sales generation through business analysis; ensures action is taken to maximize sales potential.

Qualifications:

- Age 23-35 years
- Preferred experience (1-3 years) in E-commerce or related retail company
- Deep understanding of brands and products strength
- Strong connection & network to main distributors and Brands (Gaming, Audio, Computers, Mobile accessories, and wearable is a plus device)
- The ability to help craft and independently execute selling strategies
- Experience in all aspects of trading
- Exceptional relationship management and negotiation skills
- Excellent time management skills
- Proficient in Microsoft office ex. excel

Mercular Co.,Ltd

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