



JOB DESCRIPTION

TITLE: Ecommerce Trading Executive

Job Role:

This is a fantastic opportunity to join our growing global multi-channel company in Devon and an ideal role for someone looking to advance their career in eCommerce. We are looking for a bright, commercial, and digitally savvy person to join our growing eCommerce team.

We specialise in design, development, and supply of consumer products in the Sports, Leisure and Toy markets. We distribute our own branded products and licensed products to national and independent retailers in the UK and around the world and we also represent several global brands in the UK. Our brand portfolio includes household names such as Lay-Z-Spa, Bestway, Osprey and VW.

Your primary focus will be to profitably increase the sales of our products through effective stock & pricing management within our eCommerce (B2C) department. You will be responsible for a range of tasks including demand planning, pricing, communicating regularly with our buying department, and assisting with the overall success of our brand website and marketplace channels.

The successful candidate will work closely with the eCommerce Manager to ensure the growth of our B2C sales in the UK and USA and enjoy creating innovative solutions to a variety of challenges. Additional eCommerce activities will include tasks such as analysing data and presenting insights to the wider team, stock planning and forecasting. They will need to communicate effectively with departments across the business, including Marketing, Sales, Operations and Warehouse.

Key Responsibilities:

- Assisting with pricing & promotions to increase / decrease rate of sale and maximise profits.
- Demand planning & stock forecasting – maintaining correct levels of stock, identifying when more or less is required and taking appropriate action.
- Working alongside eCommerce Manager to ensure our brands & product ranges are competitive & successful across websites and marketplaces.
- Key point of contact between eCommerce and buying departments.
- Complete regular pricing audits of competitor products and seasonal trends.
- Maintain regular, consistent, and professional attendance, punctuality, personal appearance and adhere to relevant health and safety procedures.
- Pursue personal development of skills and knowledge appropriate to the role.
- Any other tasks deemed necessary by the company for the successful completion of the role.

Person Specification:

- Comfortable working with numbers & spreadsheets.
- An analytical yet commercial mind, with the ability to draw insights & recommendations from data.
- A warm and ambitious individual with a passion for eCommerce.
- Some experience working in a business environment, preferably with consumer products.
- Computer literate, with knowledge of Microsoft Excel and experience using a CMS highly favourable.
- The ability to perform under pressure and work in a fast-paced environment.
- High attention to detail and accuracy.
- Good organisation and planning.
- Ability to work proactively on own initiative and as part of our team.
- Excellent communication and problem-solving skills.

For more information, please contact James Chamberlain, Human Resource Manager:
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