

Key Account Manager (Chinese Speaking) - Jumia (Full Time)

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Company: Jumia

Location: Kenya

Category: other-general

About Jumia :

Jumia believes that technology has the potential to transform everyday life in Africa for the better. Jumia was built to help consumers access millions of goods and services conveniently and at the best prices while opening up a new way for sellers to reach consumers and grow their businesses.

Listed on the New York Stock Exchange (NYSE) in 2019, Jumia is the leading e-commerce company in Africa, operating in 11 countries. The Jumia platform consists of a marketplace, which connects sellers with consumers, a logistics service, which enables the shipment and delivery of packages from sellers to consumers, and a payment service, JumiaPay, which offers a safe and easy solution to facilitate online payment transactions. The company offers goods across a broad range of categories, such as phones and electronics, home appliances, fast-moving consumer goods, fashion and beauty.

What you will be doing:

Develop and manage subcategories under Jumia.

Maintain the P&L and develop annual and quarterly category strategic plans by conducting financial analysis of the business.

Manage the entire physical product lifecycle, from strategic activities to tactical implementation, including product portfolio idea generation

Work closely with the vendor management team to identify vendors and negotiate contracts

to ensure best quality and costs.

Ensure continuous growth of our existing business by owning pricing and promotions strategy, working with marketing teams to improve product content and visibility; and managing stock availability by coordinating teams across the business to bring the product to the customer.

Partner with Jumia Services to improve product availability, reduce costs, and minimize our working capital investment. Work together with system teams to identify main opportunities for process automation and efficiency gains.

Influence large number stakeholders across the business; work closely with the team members and other business groups to deliver results and be comfortable in presenting projects and results to senior leadership on a regular basis.

Building strong link with account managers of our top brands and vendors

What we are looking for:

Chinese Speaking

Bachelor's Degree in any field from a recognized and accredited University

Minimum of 3 – 8 years' experience working in a fast-paced corporate environment.

Experience managing key accounts, channels in retail, consumer goods, consumer electronics

environment (national & international)

Adequate knowledge of the Online Marketplace and the Ecommerce Industry

Strong business judgment with a track record of successful negotiations and overall relationship management.

Proven analytical thinking, project management skills, and exceptional organizational skills are essential

We Offer :

A unique experience in an entrepreneurial, yet structured environment

A unique opportunity of having strong impact in building the African e-commerce sector

The opportunity to become part of a highly professional and dynamic team

An unparalleled personal and professional growth as our longer term objective is to train the next generation of leaders

Please ensure to only apply for jobs with Jumia through our official website. Jumia will never charge you a fee to apply for a job: be wary of websites that claim to help you apply for a Jumia job or that charge a fee to get you a job.

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