



Carhartt is the original US workwear brand that has been creating high quality workwear since 1889 to serve and protect hardworking people. Our products are robust and excel in durability, comfort, functionality, fit and styling. Customers and craftsmen appreciate our products and have often been fan of our legendary American brand for many years. Our products can be used for many (professional, crafts and active outdoor) activities and can be worn during and after work.

For our eCommerce team at Carhartt EMEA/PAC, we are now looking for a new team member:

Jr. Amazon Account Specialist

The Jr. Amazon Account Specialist is responsible for daily account management for the Amazon account and will contribute to all aspects of the account. He/she executes product and revenue plans for Amazon, monitors performance and reports to the Online Accounts Manager on key performance indicators. These processes involve the development of stakeholder management, knowledge in commercial account planning, brand marketing, channel management, integrations around the account, listing products and related analytics.

This person is responsible for delivering against yearly growth objectives while maintaining the overall health and performance of the Amazon account. He/she takes ownership of key account metrics — monitoring, analyzing, and acting on performance indicators to ensure compliance with Amazon's standards and to safeguard account status. Developing a deep understanding of channel dynamics, competitive activity, and marketplace trends is essential. The ability to leverage market insights, channel data, and financial results to drive focused, proactive account management will be critical to success.

The Jr. Amazon Account Specialist works closely together with the Strategic Online Accounts Manager, the Merchandising team, IT team (Product data), Marketing team and D2C Operations team.

Some of your duties and responsibilities will be:

- Support the Strategic Online Accounts Manager in the development of strategic partnership plans and opportunities between Carhartt and Amazon based on a detailed understanding of the account's position in the market and all relevant platform processes and procedures.
- Discusses and plans (assortment / commercial) solutions with relevant cross-functional stakeholders as well as the account itself, to meet the account's business challenges, which also benefit the Carhartt EMEA financial performance.
- Plans seasonal channel product assortment and additional assortments together with the Strategic Online Accounts Manager and Merchandising team members and presents assortments to the customer.
- Monitoring stock levels and solving stock-related issues with relevant stakeholders.
- Monitoring quality of content on Amazon, taking care of seasonal updates of our brand store on Amazon.
- Monitoring our advertising campaigns on Amazon, in cooperation with our agency. We have an agency that runs campaigns for us.

- Reacts promptly to issues & provides on-going service to the account; is seen as a trusted strategic partner by the account.
- Monitors account performance; sell-in and sell-through data.
- Manages all operational and administrative activities related to order management and logistics for the channel.

What do you bring to the table?

- Bachelor's degree (preferably in business or related field) or equivalent relevant experience.
- Sales-related working experience, of which a minimum of 1-2 years of outside sales with online strategic accounts; experience with Amazon would be an advantage.
- Demonstrated ability to strategic planning and critical thinking skills; able to develop and initiate commercial strategies that fuel channel growth.
- Demonstrates the ability to understand and integrate Carhartt brand strategy, product knowledge and knowledge about the work wear business, to communicate the benefits of our products over others clearly.
- Excellent communication and presentation skills; able to communicate plans for ensuring alignment between initiatives and strategy.
- Strong time management and organization skills; able to accurately identify true priorities and effectively eliminate barriers to success.
- Demonstrated ability to recognize selling opportunities in day-to-day account management.
- Must be a creative thinker who is able to balance the "analytical" and the "intuitive".
- Strong communication skills and multi-lingual abilities: excellent business level English written, and verbal is essential, proficient knowledge of the German language would be helpful.

What do we have to offer?

Carhartt is a family-owned company for 135 years now and stands for transparency, honesty, authenticity, and respect. The Carhartt EMEA/PAC team currently consists of around 80 associates (please note that we are Carhartt the workwear company and not Carhartt Work in Progress!).

We offer a 37-hour week, a hybrid way of working, a strong employee benefits package, 25 leave days per year. We supply you with home office equipment in case you would like to work from home for part of the (hybrid) workweek. Finally, we have a great EMEA team that we would like you to join in our beautiful office in Amsterdam-Oost!

Employee Benefits:

Salary range, depending on level of relevant experience: € 3.850 – 4.350 gross per month (fulltime)

We offer a performance-based bonus, non-guaranteed, based on (global) company/team/individual annual goals and results. Employment starts with a 7-month contract, followed by a 1-year contract. We do not offer sponsorship for this role.

Please note that we are Carhartt workwear and *not* Carhartt Work in Progress, which is a different company and not part of the original Carhartt brand.

**Application process**

We will (only) contact candidates with a suitable background (see entry requirements) and potential match for this role who live in the greater Amsterdam area.

Please apply with your CV (Resume) and motivational letter via LinkedIn. The first interview will take place first half of November and will be online (via Teams), the second interview will take place at our office in Amsterdam.

Interested? We would like to hear from you!