

The Lenovo logo is displayed in white text on a red rectangular background.

Online Sales Manager for Switzerland (m/f)

Position Title: Online Sales Manager for Switzerland (m/f)

Location: Zurich

Functional Area: Sales

Facility: Regional Office

Relocation Provided: No

Education Required: Bachelors Degree

Experience Required: 3-5 years

Travel Percent: 15%

Lenovo is a 46USD billion technology company with a broad portfolio of solutions addressing the needs of users from personal devices to entire Data Center infrastructures. Its product lines include a full range of commercial and consumer PCs, servers, storage, networking, and workstations, and a family of mobile internet devices including smartphones, tablets and convertible products. It has approximately 60.000 employees globally serving customers in 160 countries.

For our eCommerce Team in EMEA, we are looking for an Online Sales Manager (m/f), responsible for the Swiss Market and based in the Lenovo Zurich Office.

The job role includes:

1: Attain all top-line financial objectives:

- Top line revenue – Support from all sub-routes to attain numbers
- Gross Profit \$ - Key metric to ensure health of P&L
- Premium share – ensure healthy balance of high-end and mainstream portfolio

- Shipped Units – Need to continue to grow share in the online space
- Product mix – Manage mix to ensure proper top line and GP\$ contribution

2: Manage in country Web Experience

- Website quality & hygiene – work with various teams to ensure customer experience is excellent
- Work closely with the country product management teams and Business Model leaders, on-site @ Lenovo Zurich office
- Measure via Global Analytics dashboards
- Drive portfolio and pricing strategy for flagship Store and all sub-routes

3: Business Management:

- Set route targets by revenue, GP and units at a series level
- Determine promotional pricing strategy for each route to achieve overall objectives
- Set tactical promotional plan in place to allow each route to meet objectives
- Create appropriate cross-sell and up-sell opportunities
- Provide direction to demand generation teams & stakeholders for execution

4: Business Development and Customer Satisfaction

- Investigate & determine new revenue streams
- Customer Satisfaction action plans
- Market share growth plan
- Work with extended teams to implement site optimizations & enhancements

Position Requirements:

- Strong Understanding of Online Environment & Web platforms (e.g. SAP/Hybris)
- Strong prioritization and time management skills
- Product/Placement/Price/Promotion (4P) experience & Sales Experience desirable
- Ability to manage Sales Relationships
- Great contributor for developing growth strategies
- Excellent presentation and communication skills also on senior management level
- Fluent in German, English and ideally French

What we offer you:

- A multitude of professional and personal opportunities
- An open and stimulating environment within one of the leading IT companies of our time
- Flat structures and fast decision-making processes
- A modern and flexible way of working to combine personal and professional life
- An international team with a high focus on Gender Diversity
- A great team spirit and forward-thinking peers, stakeholders, team members

Are you a „DOer“? When applying for this position, please send your CV (including covering letter and references), your salary expectations and your earliest day of entry via our Online-Tool.

At Lenovo we are proud to be an equal opportunity company. This vacancy certainly applies for people with disabilities, too.

You can apply for the role by sending us your CV to jdimeo@lenovo.com or using our online application: [HERE](#).