

e-commerce COO (f/m)



We are looking for hands on operational geniuses who don't shy away from complex problems pushing the logistic boundaries of **traditional e-commerce**.

The Chief Operating Officer (COO) reports to the CEO and is responsible for the company's day-to-day operating activities, including revenue and sales growth; expense, cost and margin control; and monthly, quarterly and annual financial goal management. Together with the CEO the COO defines and executes internationalization strategy.

- ➔ Do you want to be part of building an exciting e-commerce start-up into an international powerhouse in its sector?

If so, send your CV to jobs@i5invest.com, Subject: "Startup COO"! We are looking forward to your application.

Your job:

- Define the company's logistic strategy, an execution plan and built out the necessary infrastructure to support the company's growth. Establish strict KPIs and controlling processes to achieve quantifiable & continuous improvements in the logistics area.
- Demonstrate successful execution of business strategies for company products and services.
- Direct and participate in acquisition and growth activities to support overall business objectives and plans.
- Define & manage the company's revenue and expense goals, day-to-day operations and the continued development and advancement of staff.
- Ensure quality control of all company output as pertains to customer acquisition and delivery of services.
- Establish and monitor performance reporting systems (i.e. track performance against goals, ensure distributors and partners provide quality regular reports, provide regular updates).
- Regularly evaluate operating procedures and create centralized best practices within different sites to ensure uniform performance throughout the company.
- Hire, train, motivate, direct, coach, evaluate and retain high performers.

Requirements:

- Ideally a leadership (COO) experience in the e-commerce/logistics role.
- Successful experience in defining, building, managing operations, sales and marketing, strategic planning, finance, and human resources.
- Experience working with external partners.
- Thorough understanding of financial statements and working knowledge of procurement and supply chain processes and ERP/CRM systems.
- Willingness to travel internationally.
- Excellent interpersonal, communications, public speaking, and presentation skills.
- Fluency in English and in German.