



Be You.
Be Bayer.

At Bayer we're visionaries, driven to solve the world's toughest challenges and striving for a world where 'Health for all, Hunger for none' is no longer a dream, but a real possibility. We're doing it with energy, curiosity and sheer dedication, always learning from unique perspectives of those around us, expanding our thinking, growing our capabilities and re-defining 'impossible'. There are so many reasons to join us. But if you're hungry to build a varied and meaningful career in a community of brilliant and diverse minds to make a real difference, there's only one choice.

E-Commerce KAM Graduate

Role purpose

// The main purpose of an e-commerce key account manager graduate program is to provide graduates with the know ledge, skills, and experience necessary to excel in a career as an e-commerce key account manager. Key account managers are responsible for managing the relationships with important clients or customers of a business, and e-commerce key account managers specifically manage those relationships in the online or digital realm.

// A graduate program in e-commerce key account management may cover a range of topics, including ecommerce strategy and management, customer relationship management, digital marketing and advertising, data analytics, and sales and negotiation skills. The program may also include practical experience, such as internships or case studies, to give students hands-on experience in the field.

// Upon completion of the program, graduates should be well-equipped to manage key accounts in the ecommerce industry, develop effective strategies to drive growth, build and maintain relationships with clients, and leverage data and technology to achieve success.

Key responsibilities and tasks

// Building and managing relationships with key clients or customers in the e-commerce industry.

// Developing and implementing effective e-commerce strategies to drive growth and meet key performance indicators (KPIs)

// Analyzing data and identifying trends to inform strategy and decision-making

// Conducting market research to stay up-to-date with industry trends and competitive activity.

// Coordinating with internal teams such as marketing, sales, and operations to ensure effective execution of ecommerce strategies

// Monitoring and reporting on e-commerce performance metrics, including sales, revenue, customer acquisition, and retention

// During our 2 Year Program you will be given a deep insight into the various functions managing the SEA Consumer Health Business. You will work closely with different functions to drive growth and success in the online or digital realm

// Structured learning plan with specific focus areas throughout the program you will be mentored by an experienced Sales Team, who will help you and give you feedback on your performance and agree development measures with you.

Qualifications and Competencies

// A graduate degree in business, marketing, or a related field is preferred.

// A solid understanding of e-commerce platforms, digital marketing, social media marketing, SEO, and data analytics is essential

// Analytical & Negotiation skills

// Working Experience – 0-2 Years.

// Fluency in English

Be part of something bigger.

E-mail: sea.recruitment@bayer.com Indicate the position title and location in the subject line of your email. Please note that subsequent to the screening and shortlisting process, only shortlisted candidates will be contacted.

Advertising Period:
1 - 20 June 2023

Location:
South Africa

Employment type:
Fixed Contract

 Science for a **better life**

Bayer welcomes applications from all individuals, regardless of race, national origin, gender, age, physical characteristics, social origin, disability, union membership, religion, family status, pregnancy, sexual orientation, gender identity, gender expression or any unlawful criterion under applicable law. We are committed to treating all applicants fairly and avoiding discrimination.