



## About Us

Virox® Technologies Inc. is a leading research and manufacturing company, dedicated to arming the entire spectrum of global markets with state-of-the-art, patented, Accelerated Hydrogen Peroxide® (AHP) disinfectant technology. We pride ourselves on our entrepreneurial spirit and dedication to developing innovative solutions within the disinfectant space.

We are currently looking for an eCommerce Manager that shares our passion for safety, sustainability, biosecurity and innovation to join our team.

## The eCommerce Manager

The eCommerce Manager is responsible for the strategic establishment, development and ongoing management of eCommerce sales to support and strengthen Virox's products in all Virox online channels. The eCommerce Manager works closely with the Marketing team to create, deliver and leverage online sales and marketing strategies and is also responsible for implementing and developing direct partnerships with existing and new accounts to drive Virox brands' online sales and exposure. The eCommerce Manager will also:

- Develop and manage new and existing online accounts in each selected market
- Be the primary contact of online accounts to manage relationships and everyday communication
- Ensure online channel correctly aligns with Virox brands' branding, pricing and strategies
- Build and maintain eCommerce scorecard.
- Optimize Virox Brands on eCommerce platforms to control and influence sales.
- Implement channel logistics strategies to maximize margin, sell through and ongoing sales in tandem with Business Development Leads
- Manage online reviews, buy box, product pages, and store pages.
- Develop marketing spend plan specific to data available from Amazon
- Manage unauthorized sellers to maximize product integrity.
- Develop incremental opportunities through promotions or exclusive innovation
- Support channel marketing, incentive and promotional programs to gain awareness and acceptance of Virox products.
- Identify channel insights and work closely with Marketing to develop online sales materials, item descriptions, boosted advertising and support materials to effectively encourage consumers to purchase on the platform.
- Establish and maintain relationships with channel partners to build trust in Virox Technologies® and our brands and collaborate with them to identify opportunities to support and strength AHP®'s presence for users, buyers and sellers
- Other projects and tasks, as assigned.

## What You Need to Succeed in this Role

- A College Diploma or University Degree in Business Administration, Marketing or another relevant program.
- 5 years of experience in Channel Management, eCommerce Management, Sales or a combination thereof.
- Experience working with large sales organizations, either as a representative or in a support or management role.
- Familiarity with the technical, strategic, and operational elements needed to manage online businesses.
- Ability to communicate and present effectively in both verbal and written format.
- Strong relationship building skills and relationship management skills.
- Demonstrated resiliency under pressure and able to manage setbacks in a dynamic work environment.
- Able to multi-task and manage shifting and competing priorities and deadlines.
- Proven creative and innovative thinking skills, to support and inspire effective "outside the box" solutions.

## What We Offer

- Paid time off between December 25<sup>th</sup> and January 1<sup>st</sup> each year, for all permanent full-time staff.
- Summer Hours from Mid-May to Labour Day each year, complete with surprise visits from the Ice Cream Truck throughout the Summer months.
- Work from Home up to 2 days per week for eligible positions, upon successful completion of the probationary period.
- Comprehensive benefits program for permanent full-time staff, which includes an Employee and Family Assistance Program, upon successful completion of the probationary period.
- A generous tuition reimbursement program in support of continuous learning and development for all permanent full-time staff, with 1 year of service.
- The best social events ever!!!

## How To Apply

If you are interested in joining our team, please forward your resume to: [jobs@virox.com](mailto:jobs@virox.com). The deadline to apply for this opportunity is: noon on January 28<sup>th</sup>, 2022.

*Virox Technologies Inc. is committed to providing accommodation for individuals with disabilities. Accommodation will be provided upon request in all parts of the hiring process as required in accordance with the Virox Technologies Inc. Accommodation Policy. Candidates requiring accommodation are asked to make their needs known in advance. We sincerely thank all applicants who express an interest in this role; however, only those candidates being directly considered will be contacted.*