



DJI GmbH Recruitment 2017

Position 10.: Germany-Senior Operation Specialist

DJI e-Commerce team is looking for a Senior Operation Specialist, which is a full-time position based in our Germany office. This role requires an individual that has a high level of responsibility to help coordinate our communications between headquarters and Europe, and build relationships with a wide range of different partners.

Main responsibilities include but are not limited to:

- Be the first point of contact for e-Commerce team in Germany office, collaborate with cross-functional teams across DJI (such as different Business Units, Marketing, Sales, Legal, Customer Support) to launch new initiative in region
- Day-to-day operations of the Germany online store, solve local customers' urgent problems and demands
- Research new marketing opportunities (campaigns, events, partnerships, digital ads-buying channels, etc.) in Germany, together with building localized projects such as trade-in program to drive traffic and sales growth for DJI online store
- Initiate, structure, negotiate, and launch strategic partnerships to push forward localization process by improving various aspects, including method of payment, logistics solutions, and other user-experience related issues
- Identify and develop long lasting business partnerships with local third-party marketplaces, maintain effective communication with our partners to support sell-in performance and achieve sales targets
- Assist headquarters team to regularly provide clear, accurate and user-friendly web copies in localized language for DJI online store and other online sales-channels
- Analyze local market trends and recommend changes to local operation strategies based on analysis and feedback

Requirements:

- Above 3 years in business development, project management, sales or marketing, working experience with e-Commerce industry highly preferred
- Deep understanding of digital, tech and consumer electronics industry
- Degree holder in Business, Marketing, Communications, or related field
- Self-starter with open minded approach and a willingness to learn independently

- Good business sense, responsible, passionate with great organizational skill
- Strong analytical ability to solving problems, comfortable with multiple overlapping projects at one time
- Team player, motivated, and excellent face-to-face and telephone communication skills
- Fluent in English and German, both spoken and written, Mandarin is a plus