

onogo.com

# Team Focus

Partner Programme



Onogo are Elite Amazon Sellers. Ranked in the top 1000 of 2.5 million globally. We power over a million marketplace sales per annum.

Our focus is on fantastic service is epitomised by a 98% positive customer feedback score.

## Who are we?

We love technology, brands and making things work in competitive environments and our success derives from clever technology, insights, knowledge and our team experience and culture of driving successful outcomes for our partners and ourselves.

We have a team of over 70 people and each of us plays a key role in our success. Our culture is everything to us at Onogo and we value every individual for the personal contribution they make.

## What do we do?

Our goal is to provide the best online value and service through various platforms, including Amazon. We've developed bespoke software and business practices to enable us to power over a million marketplace sales per year.

We carry in excess of 5000 lines across 6 categories. Dispatching up to 4000 orders globally per day, we take one order every 20 seconds.

The range of career opportunities we offer as a business is vast, each area is critical to our success and we can offer roles that you may have thought didn't exist in Jersey, with a business that is truly unique.

## Team Focus: Partner Programme

The Partner Programme team work exclusively with brands on global e-commerce marketplaces. We protect the image, identity and pricing of the brands and optimise their listings, build their online presence, conduct online marketing such as pay-per-click to grow their sales.

A large focus of the role is sales – we pitch to brands and demonstrate to them our expert knowledge and understanding of global marketplaces so that they choose Onogo to partner with.

It truly is a partnership and means Onogo partners sell more, at higher margins, without the hassle. Partners do not pay for discrete software products or our partner services.

### How do you contribute to the success of Onogo?

We build an exclusive partner base which helps to protect our revenues and profits, whilst building our companies image globally.

### Describe the types of opportunities in your team

This is a new department and as we increase the number of exclusive partners, we will require more team members to support those key partner relationships. In house marketing will be the first opportunity as our team grows.

### What makes the role interesting?

Working with a diverse range of brands. For example, we can be working with partners selling anything from pet heat pads to flowerpots. The products and brands you can work with varies massively, which makes the role extremely interesting and varied.

## What are the challenges?

Getting brands out of their comfort zone and changing the way they operate. For many brands Amazon is a significant part of their revenues and profits and moving them away from the way they are used to operating can be challenging. However, it is extremely rewarding when they decide to work with Onogo exclusively and realise the benefits of doing so.

## What development opportunities are available?

There are always development opportunities at Onogo and the opportunities in this area would include managing partner relationships, develop sales and negotiating skills and an in-depth knowledge of marketplaces.

## What skills do you need?

Sales, relationship management, marketplace experience, buying and an understanding of marketing.

Interested in working with us?

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