



VACANCY

E-commerce Manager Northwest

REQUIREMENTS

- 5+ years of experience in e-commerce
- Digital
- Operational experience
- Strategic mindset
- Self-starter

📍 Amsterdam 🧰 Minimum of 5 years' experience



**The E-commerce Manager
Northwest Europe is
responsible for the
commercial success of Wavin
in Northwest Europe and
heads the implementation of
an innovative e-commerce
platform. They are in the lead
for the main strategic priority
in one of the company's
largest, most important
regions.**

About Wavin

For many years, Wavin has been a leader in providing technically advanced, innovative solutions for construction and infrastructure. The company operates mainly in Europe, Latin America, and Asia in more than 37 countries, all from its head office in Amsterdam. In recent years, Wavin has also started expanding in Canada and the United States.

Wavin understands better than anyone that a global footprint also brings with it the responsibility to meet the major challenges of our time. The company uses its technology to help keep our cities livable, providing services like water and sanitation, and protecting people against cold, heat, and flooding. Wavin builds safe, sustainable, climate-proof environments that will last for years to come.

Wavin is part of Mexico's Orbia, a community of companies with over 22,000 employees and active around the world. Orbia and Wavin share a common vision: to advance life around the world. Together and full of energy, they are pursuing their social objectives. For them, a better world takes precedence over quarterly figures and share prices.

E-commerce Manager Northwest Europe

Wavin is undergoing a digital transformation of its sales organization, in which the E-commerce Manager Northwest Europe plays a key role. They are responsible for rolling out an innovative e-commerce platform and making it a big success in one of the largest, most pivotal regions: Northwest Europe (the Benelux, Nordics, and DACH). The E-commerce Manager charts an ambitious strategic course for e-commerce and owns the region's digital revenue targets.

Naast het investeren in tech voor de langere termijn zorgt de Director Tech altijd voor een 'reliable run' omgeving. Dit houdt in dat zij/hij het platform zo slim inricht, dat de kans op storingen vrijwel nihil is. En mochten deze onverhoopt toch optreden, online of in de winkel? Dan weet zij/hij deze binnen no time op te lossen. Creatief denken vanuit een test-and-learn approach is voor deze rol een must.

The E-commerce Manager's main responsibility is developing, implementing, and scaling the in-house e-commerce solution. This new digital platform adds value and convenience to customers, B2B and B2C. After implementation, the E-commerce Manager drives, together with the local sales teams, the commercial activation, bringing in new customers and steering existing customers towards the platform.

Communication with the local teams is key to success. The E-commerce Manager interacts with them on a daily basis to implement and optimize the platform, and deliver outstanding commercial results. They engage with the entire breadth of the organization, including Sales, Supply Chain, Marketing, IT, and Logistics. With a good understanding of the specific needs of each market, the E-commerce Manager tailors the platform and selects the right features for each country. They also relay local asks to the central development team to inform prioritization of new feature development.

The E-commerce Manager takes the lead on all Wavin's e-commerce activities in their region: maximizing online sales while simultaneously crafting an e-commerce strategy for the coming years. They build e-commerce teams, bring e-commerce thinking to large projects, and collect data to continuously improve customer journeys. The E-commerce Manager lays the foundations for Wavin's future digital success. ■

Interested? Wavin works with Top of Minds to fill this vacancy. To express your interest, contact Marlies Hoogvliet at marlies.hoogvliet@topofminds.com.



“The E-commerce Manager sets transformation in motion. They require perseverance, good communication skills, a strong drive, and a strategic perspective.”

Murat Özkan, Global E-commerce Director