

LINK Mobility Group AS is Europe's leading provider within mobile communications, specializing in mobile messaging services and mobile solutions. The Group offers a wide range of scalable services and solutions across industries and sectors due to a growing demand for digital convergence between businesses and customers, platforms and users. The Group is headquartered in Oslo/Norway and fully owned by private equity company ABRY located in Boston, US. LINK Mobility continues to experience strong organic growth with a high degree of recurring revenue, as customers tend to move more business activities onto the mobile platforms. In 2019, LINK Mobility had a total turnover of 3.1 billion NOK with offices in 18 different countries.

Head of E-Commerce

@LINK Mobility we live by three core values that drive our business and people: Innovative, Trustworthy and Committed.

When working @LINK you appreciate diversity, cross-border collaboration and solving complex challenges in a high growth environment. Our people are knowledgeable, curious and agile team players whom strive to consistently deliver the best mobile messaging solutions for our customers.

Position overview

As LINK's Head of E-Commerce, you will be fully responsible for our Self-Sign-Up (SSU) business line, which is one of the three business lines in LINK's Go-To-Market strategy. This business line will solely focus on pure online acquisition. In addition to this, you will be responsible for the global coordination of the SSU initiatives across LINK's footprint, including launches in selected markets, sharing of best practice, and reporting of KPIs.

This position could be placed in UK, Germany, France, Netherlands, or Sweden.

Responsibilities:

- Heading SSU program management, in coordination with Group & Local units, so that the SSU portals & websites are developed according to SSU aspirations
- Managing brand awareness and optimizing organic referencing
- Ensuring the launch of SSU in several countries in Europe, either leveraging existing LINK offices or setting up new ones
- Ensuring the SSU business line is using a common set of KPIs regarding the measurement of the performance of this channel
- Securing best practice sharing across the teams involved in the SSU channel

Your Experience:

- Managed successfully B2C and / or B2B e-commerce websites
- Driving, converting, and optimizing e-commerce sites performance and a deep understanding of SEA and SEO
- Demonstrated track record of driving international projects in the online acquisition space
- Proactively engage and motivate others to cooperate across borders
- Ensures consistent and coherent target setting, aligned with LINK's overall strategy. A clear focus on facts and figures in evaluation and development of the organization and the people
- Experience in identifying needs for change, developing change programs, plan and lead the execution of such programs
- Experience juggling multiple and concurrent projects including Desktop and mobile website development, Digital content, Online merchandising and launching new products, Brand marketing, Social Media, Order fulfillment, Budgeting and P&L for positions responsible for revenue and operations

Your Qualifications:

- University level education, MBA or equivalent preferred.
- Fluency in English
- Experience from international and diverse work environment

Our Perfect Match:

- Business oriented leader with strategic and operational focus
- Strong communicator and people-oriented leader
- Structured and analytic
- A leader who can drive change and motivate people at all levels in the organization
- Energetic and passionate with a strong stamina and sense of urgency
- A good listener and a builder of trust and relations
- A person who collaborates and is loyal to company and Executive management

Every employee is an important member of the LINK Family. We do not accept any discrimination, whether active or by means of passive support, whether based on ethnicity, national origin, religion, disability, gender, sexual orientation, marital or parental status, union membership, political views, age or any other characteristic that results in compromising the principle of equality. LINK Mobility regards diversity as a lever for profitability.

Apply by sending you resume and application to job@linkmobility.com before June 20th, 2020