

We are seeking an energetic and professional **eCommerce Integration Specialist** to join our Consumer Digital Printing Division at Circle Graphics.

The **eCommerce Integration Specialist** is responsible for managing our eCommerce Integrations business channel in order to drive additional revenue. The Integrations channel includes an API and various eCommerce plugins that integrate our customers' websites directly with our order management system.

The primary objective of the role is to provide sales and technical expertise to customers integrating with us through our various integrations options as well as identify new opportunities to further expand this channel.

There will be a strong emphasis on recruiting new eCommerce clients while growing current clients. The eCommerce Integration Specialist will maintain relationships with existing integration partners and collaborate with them on how to optimize opportunities for growth.

ESSENTIAL DUTIES AND RESPONSIBILITIES

INTEGRATION CLIENT SUPPORT: 60% of position responsibility

- Identify, nurture, and land new integration leads.
- Set and meet aggressive sales goals for Integration business channel.
- Support new client integration by managing communication and initial onboarding procedures.
- Serve as primary account manager for Integration business channel.
- Develop communication strategy for retention of existing customers.
- Provide support in the form of recommendations and education for opportunities and partner sales channel optimization.
- Ensure systems are performing as needed.

BUSINESS DEVELOPMENT: 20% of position responsibility

- Identify and develop new opportunities for integration partners.
- Develop and implement marketing strategy to create awareness of the various integration options.
- Work with potential new clients to test products.
- Through market research, identify additional integration and API opportunities.
- Work with our Development Team to identify and build out additional integration platform offerings.

Project Management: 20% of position responsibility

- Identify the need for new tools for integrations customers.
 - Create, distribute, evaluate, and optimize these tools.
- Work closely with the internal Development Team to manage integrations updates and develop new integrations options.

SKILLS, INTELLECTUAL DEMANDS AND JOB REQUIREMENTS

EDUCATION AND FORMAL TRAINING:

- Bachelor's degree required.
- 1-3 years working/interning in a business environment

KNOWLEDGE, SKILLS, AND ABILITY:

- Solid technological skills including Excel and PowerPoint.
- Comfortable with new emerging technologies.
- Strong organizational skills essential.
- Professional sales experience with emphasis on revenue generation.
- Comfortable working in a corporate environment with an emphasis on collaboration and team building.
- Experience working with API integration solutions, Shopify Applications, WordPress, and Magento is strongly preferred.
- Knowledge of marketing automation and how use tools like HubSpot is greatly desired.
- Ability to work autonomously with little supervision.
- Must be able to manage working on multiple projects, tasks, and changing priorities in a fast-paced environment.
- Knowledge and experience with online marketing initiatives is a plus (Affiliate Marketing, Market Places, Shopping/PLA, SEO, Facebook and Display Advertising, etc.).
- Ability to create timelines and meet set deadlines.

INTELLECTUAL DEMANDS:

- Drive required to implement an aggressive sales strategy.
- Ability to problem solve and test solutions.
- Ability to represent company to potential partners in a professional manner.