

<https://www.countrywidehealthcare.co.uk/job/marketplace-manager/>

Marketplace Manager | Amazon – Barnsley

Description

We are looking for a full-time Amazon Marketplace Manager to join our team at Countrywide Healthcare, part of the PHS Group. The successful candidate will be a dynamic self-starter, who is confident in managing the full UK Amazon account from end-to-end, with a commercial mindset and previous experience having worked on the Amazon platform. The ideal candidate will have an entrepreneurial outlook and be autonomous in the management of the account.

This role will support our ambitious growth plans on our Amazon marketplace to grow sales and profitability. Working closely with our multi-disciplinary online team. Backed by a collaborative, ambitious team, and a strong brand, you'll have the tools and autonomy to succeed.

Responsibilities

- Manage a portfolio of products across the Amazon marketplace via Seller Central, with full responsibility for sales performance and hitting KPIs.
- Outline the pricing cost matrix and promotional strategy, constantly reviewing performance to ensure we get the buy box on listings.
- Navigate routes to market for products between FBA & FBM listings, outlining profitability and forecasting sales opportunities.
- Review all listings to ensure there is consistency in titles, images and product information, continuously optimising content to maintain a fresh and engaging brand presence.
- Regularly update product data, keywords & additional listing fields to boost visibility on search pages.
- Setup and manage sponsored product campaigns, reviewing ACoS performance weekly.
- Conduct an SEO audit across Amazon, reviewing ways to improve keyword coverage and search visibility.
- Create and upload A+ Content for Amazon listings to drive conversions on key lines.
- Check health scores on the Amazon account to ensure we continuously improve listing quality & product rankings.
- Conduct weekly competitor research on Amazon and other platforms, identifying trends and opportunities.
- Analyse customer reviews and return reasons to identify listing improvements or product updates.
- Develop and implement strategies to improve product visibility, sales and customer satisfaction.
- Own and devise a promotional calendar, mapping out vendor support whilst outlining pricing campaigns and initiatives to drive sale volumes.
- Work closely with the commercial and supply chain teams to align marketplace strategies with overall business goals & objectives.

Qualifications

- Bachelor's Degree; Marketing / Advertising / Business / Finance (preferred)

Employment Type

Full-time

Duration of employment

Permanent

Industry

Healthcare

Job Location

National Distribution Centre,
Ferrymoor Way, S72 7BN,
Barnsley, South Yorkshire

Working Hours

Monday – Friday, 9am – 5pm

Date posted

January 19, 2026

- 3+ years' experience in managing products on Amazon Seller Central or Vendor; experience in eBay or other marketplaces also desirable.
- Strong knowledge and understanding of the Amazon Marketplace, Amazon Advertising & Amazon SEO, with experience in the difference selling mechanics between B2C & B2B models.
- Data-driven mindset and commercially astute, with a focus on ROI and the ability to translate insights into actionable strategies for growth and extract key trends from data.
- Proficient with e-commerce platforms and tools, e.g. Google Analytics & strong knowledge of Microsoft Excel.
- Strong commercial awareness and the drive to achieve KPIs and Revenue targets.
- Ability to work autonomously with an entrepreneurial mindset, prioritising tasks and meeting deadlines in a fast-paced environment.
- Strong interpersonal skills both written and verbal & able to work in a team.
- Accuracy and attention to detail.

Job Benefits

- 0. Competitive Base Salary: £30-£35k DOE
- 0. Buy / Sell Holiday Scheme
- 0. Company Pension Scheme
- 0. Ongoing Training & Development
- 0. PHS Perks: Access discounts at over 800 retailers
- 0. Free access to Virtual GP for you and your household
- 0. On-site Free Parking

If this sounds like the job for you, we would love to hear from you. [Apply now.](#)

Contacts

To apply for this position please [click here.](#)

No agencies please.