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Yakkyofy is a leading e-Commerce platform that allows customers to explore limitless possibilities to Source, Ship and Sell products. It provides all e-Commerce Services with 0% hassle and with only one partner! Since Q4-2022 Yakkyofy has been developing martech solutions. These solutions are designed to help companies automate and optimize their marketing processes and campaigns with tools such as:

- Content marketing platforms
- Advertising and retargeting platforms
- Marketing data visualization and reporting tools

After providing all solutions related to the sourcing, fulfillment and shipping, the goal of the martech solutions is to help companies streamline their marketing efforts and improve their ROI by providing them the tools and technology they need to better target and engage audiences, measure campaign performance, and make data-driven decisions.

Yakkyo S.r.l. has also started the process to be listed on the EGM around Q2 – 2023 and we relate our success directly to the strength of our management team. To maintain our high standards, we're looking for a General Manager who is a nature leader.

The ideal candidate will be a good communicator, able to collaborate effectively across departments and have a strong ability to delegate responsibility. The candidate should also have a good understanding of e-commerce, supply chain and logistics, and have experience of managing and leading teams. Ultimately, the General Manager should be driven by a desire to lead our business to maximum productivity and efficiency.

A General Manager (GM) for a dropshipping/martech company is responsible for improving efficiency, increasing departmental profits, and managing the overall operations of the company, overseeing the operations of the company and working to achieve company goals while reducing costs and improving profits. The role is to act as a liaison between upper management and front line employees.

Responsibilities:

- Oversee the day-to-day operations of the business
- Develop strategy and setting targets for growth
- Control budgets and optimize expenses
- Establish policies and procedures
- Ensure employees are motivated and productive
- Oversee the recruitment and training of new employees
- Develop and implement business strategies to achieve company goals and growth targets
- Oversee the development and delivery of new products and services
- Manage the budget and financial performance of the company

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- Build and maintain relationships with key clients and partners
- Lead and manage teams of sales, marketing, and technical staff
- Analyze market trends and identify new business opportunities
- Manage the development and maintenance of marketing technology solutions
- Ensure compliance with legal and regulatory requirements
- Collaborate with other departments such as product development, CS, and R&D.
- Evaluate and improve operational and financial performance
- Manage the employee appraisal process
- Prepare regular reports for upper management
- Ensure staff comply with health and safety regulations
- Provide solutions to issues such as profit decline, employee conflicts, and loss of business to competitors

Duties:

- Develop strategy and setting targets for growth
- Control budgets and optimize expenses
- Establish policies and procedures
- Ensure employees work productively and develop professionally
- Oversee the recruitment and training of new employees
- Evaluate and improve operational and financial performance

Skills:

- Proven experience as a General Manager or similar executive role
- Planning and budgeting experience
- Knowledge of business processes and functions (finance, HR, procurement, operations etc.)
- Strong analytical skills
- Excellent communication skills
- Outstanding organizational and leadership skills
- Problem-solving aptitude

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- Time management

Qualifications:

- BSc/BA in Business Administration, Finance, or Economics or relevant industry experience and qualifications
- Knowledge of e-commerce, supply chain, and logistics
- Experience of managing and leading teams
- Fluent English

Remuneration commensurate with experience, with the possibility of stock options.

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