



Jobseeker Profile

Looking for Job as (Job designation + Industry – multiple possible):

Category Manager, Supply Chain Manager, Purchasing Manager, COO, Product Manager, Operations Manager

Looking for a Job in (City/Country – multiple possible):

Kuala Lumpur

Education (Degree + (optional) University):

Diplom-Medienwirt (FH) FHM Bielefeld

Work Experience:

10/2020 – present
Hongkong

SellerX Asia Ltd (former KW-Commerce Asia Ltd), Hongkong
Part of SellerX group, a leading Amazon aggregator and private label marketplace seller with focus on Amazon

Senior Advisor Category Management

- Spearheaded market expansion of Navaris brand (Hardgoods) on Amazon marketplaces outside of Europe (US, CA, JP).
- Managed global stock allocation for Navaris Hardgoods (since Aug. 2022), overseeing €60 million GMV annually.
- Advised Navaris Category management team in all business aspects.
- Handled category and product management for Office category globally, overseeing €7 million GMV annually in 2023.
- Conducted staff hiring and training.
- Member of Navaris Hardgoods leadership team

11/2019 – 10/2020
Hongkong

KW-Commerce Asia Ltd, Hongkong
Subsidiary of KW-Commerce GmbH, a leading private label marketplace seller with focus on Amazon

Country Manager NC US

- Expanded Navaris brand (Hardgoods) on Amazon.com.
- Performed product and market analysis for the US market.
- Coordinated logistics and set-up processes.
- Managed all Hardgoods categories for the US market incl. product development and improvement.
- Conducted staff hiring and training.

04/2016 – 10/2019
Germany & China

KW-Commerce GmbH, Berlin
International e-commerce company focused on trading of private label products on worldwide online marketplaces.

Category Manager / Buyer

- Conducted e-commerce market and competition analysis.
- Developed suppliers in China.
- Handled strategic and operative purchasing of OEM products.
- Managed category and product development for Electronics (mainly lighting) and Home & Living products.



01/2015 – 01/2016
Canada

Work & Travel Canada, Vancouver, BC

Various jobs / employers, mostly self-employed or short-term contracts

Brand ambassador/Customer Service Representative/Event Host

07/2006 – 12/2014
Germany

elkom elektronik GmbH, Kassel

Medium-sized enterprise, which designs and produces electrical and electronic products for industrial and defense industry.

Project coordinator, starting 01.01.2011 Head of Internal Sales

- Coordinated the production in China incl. all logistic / customs aspects
- Implemented and executed a buying frame contract for a major customer.
- Managed bid proposals and calculations.
- Provided customer support.
- Handled strategic and operational purchasing.

11/2004 – 06/2006
Germany &
South Africa

Challenge International Holding GmbH, Frankfurt, Cape Town

Owner-managed, international sports marketing & communication agency

Junior Consultant / Project Manager South Africa

- Managed projects for FIFA World Cup 2010 in South Africa.
- Marketing of global athletes and teams (soccer)
- Consulting and support for ticketing FIFA World Cup 2006
- Assistant to the CEO / office management

Skills:

Experienced Senior Advisor Category Management with two decades of expertise in category management, supply chain logistics, purchasing, e-commerce, product management, sales, and project management in international environments.

Language Skills:

German: Mother tongue, English: Fluent, French: Basic Knowledge, Mandarin: Basic Knowledge

Other Certificates:

Nationality:

German



Malaysian-German Chamber
of Commerce and Industry
Deutsch-Malaysische
Industrie- und Handelskammer

Work Permit:

Dependent Visa (Spouse is Malaysian)

What you think a potential employer should know about you:

Currently living and working in Hongkong but interested in relocating to Kuala Lumpur for the right job opportunity.