[Rachael]

0:01

I come from a retail background predominantly in fashion and beauty, working in the buying and planning space.

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It was time to sort of take that skill set and transfer it into something that was fresh and exciting.

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The vendor management role is essentially to strategically work with partners in order to optimize a brand's presence on Amazon.

0:24

My name is Rachael and I am a vendor manager for Smart Home here at Amazon Australia.

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It was definitely a very big category shift, but I think for me, that was actually the biggest driving force for wanting to join a business like Amazon.

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Getting to take that skill set that you've already owned and transferring it into something that is very unknown and new.

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One of the core skills that you need to have to be successful at Amazon is project management.

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Being able to work with multiple different stakeholders within the business, but also externally too to be able to create a great result for a customer.

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The foundational skill set is exactly the same regardless of what category you actually work in.

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We have large negotiations at the beginning of the year to establish trade terms.

1:04

In addition to that, we have always on negotiations where we are going back and working with our vendors to make sure that we can align on a way to be able to strategically grow the business.

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Something that I do daily as a vendor manager is deep dive into performance metrics, data, and analytics. I think it's a really unique element of the Amazon experience.

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There are metrics that aren't necessarily present in other businesses that you learn and really understand and be able to drive into strategic decision.

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I think that every product should have a purpose and it's about working with your vendors and your brands in order to be able to understand what that purpose is and make me fall in love with it exactly how they'd eventually want a customer to.

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I've seen some great successes and it continues to drive what it is that I do on a daily basis. It's always confronting coming and starting a new role and I think that the experience coming and working at Amazon could not have been better.

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Everyone here is super supportive. It's a key element of our day-to-day at Amazon to come into a room with all of your team and immediately celebrate a win.

2:06

The culture at Amazon is actually fantastic. Our team is incredibly close. we do everything together on a day-to-day obviously, but we also actually like each other and tend to spend time together outside of work as well.

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Last week we all participated in a fun run. This weekend we actually all played tennis together.

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As long as you want to learn and you want to take on new challenges and never be bored and consistently drive growth, you will be absolutely successful.

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I would absolutely say that you you should never let a category hold you back. It's not about where you've been, it's about what you bring to the role.