



## About Lateam Partners

Lateam Partners is a premier recruitment agency specializing in hiring top **English-speaking** talent in **Latin America** for U.S.-based companies. We connect skilled professionals with dynamic opportunities, offering competitive salaries, career growth, and the chance to work with leading international businesses.

By joining Lateam Partners, you gain access to **exciting remote roles, a supportive work culture, and ongoing professional development**. We pride ourselves on matching top-tier talent with high-quality employers, ensuring a rewarding experience for both candidates and clients.

If you're looking to advance your career with **a stable, well-paid, and growth-oriented opportunity**, apply today and become part of our thriving network!

[www.lateampartners.com](http://www.lateampartners.com)

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### Job Title

Ecommerce Director

### Location

Colombia

### Client

Undisclosed

### Job Summary

We're seeking a strategic and hands-on E-commerce Director to own and grow our drop-ship business across major retail and social commerce platforms. You will be responsible for driving sales performance, optimizing product assortments, and elevating our brand presence on key partners such as Amazon, TikTok Shop, Target.com, and other marketplace channels. This role

combines growth, strategy, operational excellence, and strong cross-functional leadership to accelerate our brand's reach and revenue.

## **Responsibilities**

- Oversee all drop-ship e-commerce channels, managing end-to-end business operations and profitability.
- Develop channel-specific strategies for assortment, pricing, promotions, and product launches tailored to each partner's audience and capabilities.
- Optimize product detail pages, imagery, content, and storefronts to enhance conversion and customer experience on each platform.
- Lead advertising and promotional campaigns (e.g., Amazon Sponsored Ads, TikTok paid social, Target media) to drive traffic and maximize ROI.
- Analyze performance metrics (sell-through rates, margin, traffic, conversion, returns) and develop actionable insights to improve results.
- Manage inventory planning and allocation in collaboration with supply chain and operations teams, ensuring seamless order fulfillment and minimizing out-of-stocks or excess inventory.
- Maintain strong relationships with retail partner teams (e.g., Amazon Vendor Central/Direct, TikTok Shop account managers, Target merchandising teams).
- Monitor market trends, competitor performance, and emerging platform opportunities to keep the brand ahead of the curve.
- Work closely with creative, marketing, and operations teams to ensure cohesive brand storytelling and operational readiness.
- Oversee compliance and operational execution in line with each partner's drop-ship requirements and policies

## **Qualification**

- 5+ years of experience managing e-commerce sales, with specific expertise in drop-ship or marketplace business models.

- Proven success across major platforms such as Amazon, TikTok Shop, Target.com, Walmart.com, or similar retail partners.
- Deep understanding of drop-ship operations, including order management, partner logistics requirements, and service level agreements.
- Strong analytical skills with the ability to translate data into clear strategies and actions.
- Excellent project management and organizational abilities to coordinate multiple channels simultaneously.
- Creative mindset with a keen eye for brand consistency and content optimization.

**Apply to this position**

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