



# zooplus

## zooplus AG

...is Europe's largest online pet destination site. With currently more than 1 Million customers across continental Europe and more than EUR 125 mm in annual net sales our next goal is make zooplus the leading online pet retail company in the United Kingdom.

zooplus AG is publicly listed on the Frankfurt stock exchange and headquartered in Munich, Germany with regional offices in France, the Netherlands and the UK. For more details: [www.zooplus.co.uk](http://www.zooplus.co.uk).

## Our Goal

To expand our leadership in the online pet supply market in Germany and Europe.

## Number 1 in EUROPE!

Take part in the expansion of our international marketing activities and conquer new European markets with us! Take advantage of this chance for a true challenge with a dynamic, growing company where you will enjoy the freedom to develop and implement new concepts and your own ideas.

For the expansion of our UK Online Shop, we're looking to fill the following position in our Oxford office:

# Head of UK Business Development/ Online Retail (f/m)

Support one of Europe's largest specialty online retail groups expand its UK presence and build up a GBP 25 mm sales business over the coming years.

## Role and responsibilities

Your role as country head UK for business development is to help us gain a stronger foothold in the UK online pet supplies market. You will be able to leverage the tools and resources of our European headquarter. Your own individual initiative on the ground will be crucial in developing zooplus UK in the following areas:

- build up strong UK supplier and sourcing relationships
- create an ongoing strategy for domestic product range development, pricing policies and marketing
- build-up of a specific UK country team (sourcing, administration, translation)
- monitor market and competition and keeping zooplus consistently ahead

This business development role will be complemented with direct responsibility for our UK subsidiary including:

- basic operational and financial controlling
- 3rd party management (tax, legal, accountancy)

## Your experience and background

We are looking for a dynamic and business - minded individual who is looking for an outstanding challenge within the European internet retail space. Effectively, you will be given a highly independent and quasi-entrepreneurial role to grow and develop our business in the UK. Whilst we value your past achievements in terms of degrees and experience, it is more important that you convince us that you are up to this challenge.

## Further requirements

- Degree in business studies, marketing or economics
- (Online) retail experience is a plus but not a must
- Strong numerical and quantitative skills
- Drive, energy and commitment

**Location:** our UK country office is situated in the heart of Oxford

**Salary:** highly competitive and in line with your potential

All enquiries (including a complete CV and cover letter) are to be addressed to Ms Regina Rausch / zooplus HR at [recruiting@zooplus.co.uk](mailto:recruiting@zooplus.co.uk).

All applications will be treated with strict confidentiality.