



## **Manager – Social Media**

### **About the company**

Zivame is a Women's fashion brand company which started in 2011 as online lingerie retailer featuring hundreds of styles for the Indian woman. We believe that we are in a very exciting junction of our journey.

We have scaled up from being a start-up and now are looking at building a sustainable, fast growing and a profitable company by establishing its own lingerie and Activewear brand in the industry. We have seen an exciting growth phase this financial year with revenue growth of 80% over FY 17 with reduced spends leading to high double-digit EBITDA improvement. We entered into retail EBO channel about a year back and have already become largest Lingerie Retail EBO network in India with about 30 retail stores. The success of this expansion is seen with stores achieving break even in less than 6 months and retail channel 3x growth.

We are looking to significantly ramp up on retail expansion. We have also entered into other categories like Activewear, Sleepwear and Shapewear which is witnessing 2X growth of Lingerie category. Our mission is to be a Women's fashion brand which will help Women dress better by growing a category whose offline representation is underserved because of range and size availability issues, lack of consultation and social discomfort.

We have roped in international design team to deliver fresh styles every month for the new age Indian women. Culturally, we pride ourselves in being an open, transparent company which retains its startup DNA. We encourage teams and individuals to take full ownership and drive initiatives in a fully empowered environment. We encourage experimentation and risk taking and a constant drive to build something new which can help us deliver better outcomes to our customers. Our thesis is that every Individual should within Zivame find all means to make and drive impact.

### **Responsibilities**

- Design and implement social media strategy to align with business goals
- Set specific objectives and report on ROI and relevant social media metrics
- Plan everyday social calendar with engaging content
- Monitor performance and web traffic metrics
- Collaborate with other teams, like marketing, retail, category and customer service to ensure brand consistency
- Communicate with followers, respond to queries in a timely manner
- Oversee social media trends and findings
- Implement post promotion and manage social ads spends
- Work towards brand collaborations and social partnerships
- Implement blogger/influencer collaborations

**Requirements**

- Proven work experience as a Social media manager
- Ability to deliver creative content ideas (text, image and video)
- Knowledge of SEO, keyword research and Google Analytics
- Knowledge of online marketing channels
- Excellent communication skills
- Analytical and multitasking skills
- Minimum 3 years of experience in similar domain