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The E Commerce Benchmark Kpi Study 2017 15 Essential

Ben Salmon, Peter Abraham, Tim Shaw



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E-commerce Kpi Benchmarks 2017 Alan Coleman,2017

E-commerce Kpi Benchmarks 2016 Alan Coleman,2016

Your Number's Up!

Ben Salmon,Peter Abraham,Tim Shaw,2021-08-01 Summary

This book will help you create a measurement roadmap including benchmarking to improve return on investment for ecommerce in D2C direct to consumer covering where to start measuring campaigns diagnosing your trading interpretation of data and additional resources Struggling with all the metrics and data in ecommerce then this is the book for you This book is aimed at those who work in direct to consumer DTC digital who are involved or have responsibility for an ecommerce website Foreword by Avinash Kaushik We want to empower those new to ecommerce to illustrate the potential measurement has and how this can make a big difference to your ecommerce website s performance For those experienced in ecommerce we wanted to provide you with a list of metrics and to help you present the right information to your leadership so they take notice There s a saying what gets measured gets done But in a digital world that s constantly evolving metrics too need to be reimaged as customer behaviors and expectations change Ben guides readers through digital measurement maturity to rally the entire organization around what matters better outcomes for customers and driving meaningful business growth Brian Solis Global Innovation Evangelist Salesforce and author of LifeSCALE Highlights from the book We want people who read this book to understand the importance of measurement how it can point you in the right direction and you grow your ecommerce revenue We have outlined this in the book with the following items 4 different levels of digital measurement maturity and checklists on how to improve The specific metrics aligned to maturity and job role in the organisation How to organise your team to measure and action your data Learn to build your digital benchmark Understand how to diagnose trading and campaign performance We want people to create a culture of measurement and think about measurement before any project starts and not after the website has gone live Every day measurement is not in place you are completely blind to what your website visitors are doing and what you need to do to generate more profit This book is for Chief Digital Officers Senior leaders in digital Heads of Ecommerce Media teams CRM teams Traders Merchandisers Heads of finance

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