



Gazi Omar El Halabi Suárez

AMAZON & ECOMMERCE MARKETPLACE MANAGER

Digital Commerce | Catalogue & Content Ops | International Marketplaces | AI & Automation | Business Intelligence

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EXECUTIVE PROFILE

Senior Amazon and eCommerce professional with **15+ years** across marketplace management, catalogue operations and digital commerce — brand-side leadership for **L'Oréal** and **Glanbia Performance Nutrition**, multi-client agency portfolios, and a decade of P&L ownership as founder and CEO. Proven at scale: **20+ Amazon accounts across 10 European marketplaces (EU4/EU8)**, on portfolios selling over **€1M per day**. Systems Engineer (MSc Business Intelligence & Big Data) who **builds his own tooling** — Python catalogue scraping and AI-driven multi-country localisation. Spanish (native) and professional English.

SELECTED CAREER HIGHLIGHTS

20+ Amazon accounts managed across brand and agency portfolios	10 European marketplaces operated (EU4 / EU8)	500+ ASIN suppressions resolved and variation families rebuilt (career total)
€1M/day Peak daily sales of the Amazon portfolios whose catalogue I managed	250+ Products launched with optimised A+ / B+ content (career total)	+30% CTR And up to +22% conversion growth on listings I optimised

CORE EXPERTISE

AMAZON & MARKETPLACES

- Seller Central & Vendor Central
- Catalogue & Variation Management
- Suppression & Account Health
- Listing Optimisation, SEO & PPC
- A+ / B+ Content & Video
- Marketplace Expansion (EU4/EU8)

DIGITAL COMMERCE

- eCommerce & Catalogue Operations
- Product Launch Management
- Product Content & E-merchandising
- Conversion Optimisation
- Demand Forecasting & Stock Planning
- EU Compliance & Regulations

DATA, AI & AUTOMATION

- Python Automation & Web Scraping
- AI Content Localisation (Claude / OpenAI / Gemini)
- Master Catalogue / PIM Design
- Business Intelligence & Big Data
- Sales Analysis & Digital Transformation
- Team Leadership & P&L Ownership

PLATFORMS

Amazon Seller Central · Vendor Central · Salsify · Opera · JIRA

DATA & AUTOMATION

Python · OpenAI API · Gemini API · Claude · Advanced Excel

MARKETPLACES

Amazon EU · ManoMano · Leroy Merlin · eMAG · eBay · Wallapop · MercadoLibre

TECHNOLOGY & AUTOMATION PROJECTS

Amazon Catalogue Scraper Python tool that extracts live Amazon listing content and consolidates 600 SKUs into a master catalogue (PIM), cross-referencing each SKU against the official brand website to flag data discrepancies.	AI Localisation Pipeline Claude / OpenAI / Gemini pipeline generating native ES / IT / FR / DE content from the master catalogue, exported as marketplace-ready flat files — scaling output from a few listings per day to hundreds.	AI Image Text Localiser Batch software that localises the text inside product images while preserving design, typography and layout — 50 images into DE / FR/ES/IT returns one ready-to-upload folder per market.
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EDUCATION

MSc in Business Intelligence & Big Data — Instituto Europeo de Posgrado (IEP), Spain · 2023–2025

Advanced Executive Program, Business Intelligence & Big Data — Summa University · 2023–2025

Systems Engineer (BSc, Computer Engineering) — Universidad de Oriente, Venezuela · 2003–2008

LANGUAGES & MOBILITY

Spanish	Native
English	Professional

Based in Spain · Open to remote, EU and international roles

PROFESSIONAL EXPERIENCE

Amazon Country Manager

MAR 2026 – PRESENT
BARCELONA, SPAIN

Dnipro-M Spain

- Lead **end-to-end management of the brand's Amazon account**, owning growth, conversion and profitability across the Spanish marketplace.
- Designed and built a Python scraping system** that extracts Amazon listing content and consolidates **600 SKUs into a master catalogue (PIM)**, making content independent of any single marketplace.
- Developed an AI localisation pipeline** (Claude / OpenAI / Gemini) producing native ES/IT/FR/DE content and marketplace-ready flat files for Amazon EU, ManoMano and Leroy Merlin, **scaling listing output from a few products per day to hundreds**.
- Direct catalogue optimisation, content strategy and advertising investment to drive qualified traffic, conversion and return on ad spend.
- Own **demand forecasting, stock planning and replenishment**, coordinating with warehouse and operations teams to protect availability and support scalable growth.
- Drive **marketplace expansion beyond Amazon** — Leroy Merlin, eMAG Romania and additional channels — tailoring content, operations and commercial strategy to each platform.

Digital Specialist — Glanbia Performance Nutrition

MAR 2025 – MAR 2026
WARSAW (REMOTE FROM SPAIN)

eStoreLabs

- Managed catalogue and e-merchandising operations for Amazon portfolios **with sales exceeding €1M per day** across **10 European marketplaces (EU4/EU8)**.
- Delivered A+ and B+ content, video optimisation and SEO-driven listings, **improving conversion rates by 20%**; markets grew **25–40%** following the catalogue optimisation programme.
- Governed Seller Central and Vendor Central operations — account health and EU compliance — **restoring 50+ suppressed ASINs** and resolving complex variation issues.
- Spearheaded new product launches (content, flat files, attributes, compliance) and implemented automation that **cut manual catalogue errors by 40%**.

Digital Specialist — L'Oréal Iberia

SEP 2024 – MAR 2025
WARSAW (REMOTE FROM SPAIN)

eStoreLabs

- Managed the full digital content lifecycle — imagery, copy, flat files and SEO — for **L'Oréal Iberia's Amazon business (≈€2M monthly revenue)**, coordinating design, copy and client teams.
- Conducted content audits and competitor analysis and enforced brand and EU market requirements, **reducing listing rejections by 30%**.
- Acted as **Salsify and Opera systems specialist** for product content management and syndication.

Senior Amazon Specialist

OCT 2022 – AUG 2024
MIAMI, US (REMOTE FROM SPAIN)

Primer Seller Solution

- Advised a consultancy portfolio of **20+ SMB Amazon sellers** on catalogue operations, SEO and advertising, **rebuilding broken variation trees across EU4/EU8**.
- Developed keyword-optimised listings delivering **+30% organic traffic and +18% CTR uplift**, and led Prime Day and Black Friday campaigns achieving **double-digit revenue growth**.

EARLIER CAREER — 10+ YEARS OF ENTREPRENEURIAL & P&L LEADERSHIP

Chief Executive Officer

OCT 2016 – MAR 2023
LECHERÍA, VENEZUELA

Inversiones Gajen

- Founded and scaled an import and retail company in consumer electronics, owning supply chain, P&L and sales operations and negotiating B2B supplier contracts, **improving cost efficiency by 15%**.
- Directed **teams of 15+ staff** across multi-channel sales, reaching **top-10 seller ranking on MercadoLibre Venezuela**.

Amazon FBA Seller — Private Label

JAN 2015 – FEB 2022
VENEZUELA

Amazon

- Built and ran a **private-label FBA brand** for seven years, managing catalogue operations, listings, PPC and A+ content and **improving conversion by 25%**.
- Specialised in suppression resolution and hijacker removal, and launched multiple high-demand SKUs while overseeing inventory and fulfilment.

General Manager

JUN 2012 – FEB 2022
LECHERÍA, VENEZUELA

Veniglobal 15000, C.A.

- Directed B2B and B2C sales operations across a **500+ SKU catalogue**, scaling online and offline channels to **top-10 MercadoLibre seller status**.
- Implemented CRM and digital transformation initiatives that improved retention, and managed electronics imports, exports and supplier performance.

System Analyst

SEP 2008 – JUN 2012
ANZOÁTEGUI, VENEZUELA

Saetha Business Group

- Delivered data analysis and CRM implementations supporting business decision-making, and produced technical documentation bridging development teams and clients.