

# Winning on Amazon



A proven, step-by-step approach to launching, scaling, and dominating sales on Amazon FBA

### 1. Amazon Account Setup & Approval



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00AY'S SALES TOTAL BA \$8,351 ~ \$95,8				
Match Featured Offer P.	Match Competitive Price		News	
		You have messages that require a response	Payment Service Provider Program update Read more >	
Featured Offer Price \$ Price + Shipping \$11.95 + Current Offers	Suggested Price           100         Price + Shipping         \$13.96           8         Current Offers	\$13.98 + \$0.00 2 Over 24 hours target	JUL 20, 2021 Join VAT Services on Amazon for help with VAT compliance	
Your Price \$ 1 Price + Shipping \$11.99 +		14.99 + \$0.00 3 Under 24 hours target	Read more >	
Update Price	Update Price ott > Dismiss	Manage Your Buyer Messages	AL 19, 2021 VAT services on Amazon: Register additional EU VAT numbers online Read more >	
Sponsored Display	Tutorials and Training	List Globally	A-to-z Claims	]
Help expand your results with product targeting	Learn how to sell on Amazon	Get help reaching millions of customers by listing internationally	You have open A-to-z Claims	
Attributed sales in the I 30 days	a a a a a a a a a a a a a a a a a a a	A CONTRACT	1 You have A-to-z Guarantee claims that	
2 Active campaigns			require attention	
FEEDBACK × Junch new campaign	Visit Seller University	Manage International Listings	Manage Your A-to-z Claims	

### **Timeline: 3 Days**

- Account linking and verification
- Category and product approvals
- Shipping setup
- Brand qualification
- Compliance checks

# 2. Brand Registry



- Collect Documentation
- Submit Application
- Get approved and access brand tools

amazon



#### Welcome to Brand Registry

(i) If you plan to create a Seller Central or Vendor Central account with the credentials that you used to sign in to Brand Registry, please create that account first. Then, enroll in Brand Registry using the same credentials so that we can link the accounts. If you don't plan to create either of these accounts, continue with the Brand Registry enrollment process.

By continuing, you represent that you own or are authorized by the brand to act on behalf of any brands you register in Brand Registry, and agree that you will provide information that is accurate and truthful to the best of your knowledge in connection with your use of Brand Registry.

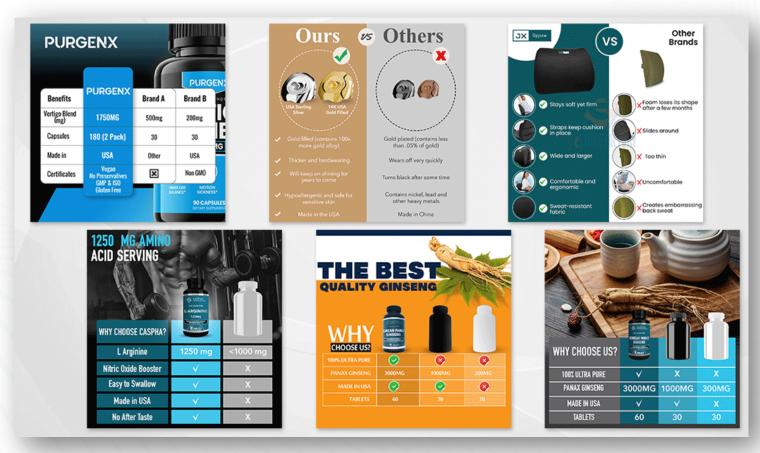
Review terms and continue

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BULLSEYE

# 3. Graphic Design



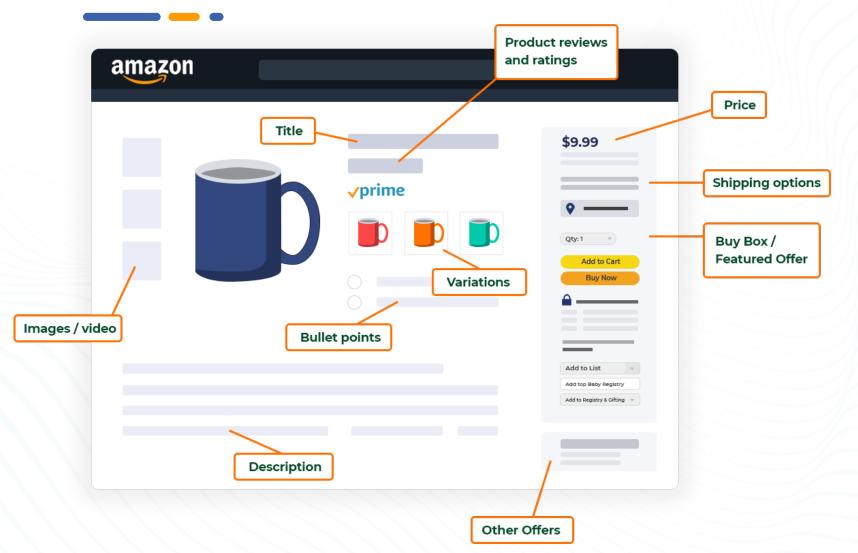


### **Timeline: 30 Days**

- Amazon Image Stack
- A+ Content & Brand Story
- Amazon Storefront Design
- Cross-Platform Creative

# 4. Listing Setup / Optimization





### **Timeline: 30 Days**

- Flat file buildout
- Keyword research and integration
- Image Stack & A+ Content
- Ongoing testing & Refinement

### 4. Product Launch Strategy



### **Timeline: 60 Days**

- Honeymoon Optimization
- Compliant Order Velocity
- Review Acquisition
- Advertising Strategy



### **5. Sponsored Ads for Scale**



#### Choose your campaign type **Sponsored Products Sponsored Brands** Sponsored Display Promote products to shoppers actively Help shoppers discover your brand and Grow your business by reaching relevant searching with related keywords or products on Amazon with rich, engaging audiences on and off Amazon. viewing similar products on Amazon. creatives. Continue Continue Continue Explore Sponsored Products Explore Sponsored Brands Explore Sponsored Display

Want help from an Amazon Advertising specialist to create your first campaign? Request a call

### **Timeline: Ongoing**

- Campaign Architecture
- Keyword Harvesting & Negation
- Bid Optimization
- Reporting & Strategy Refinement

# **Success Stories** Brands Winning with Bullseye

# Case Study 1: Men's Skincare Brand



### Challenge:

- Less than \$10K per month in sales
- High priced products
- Little to no reviews

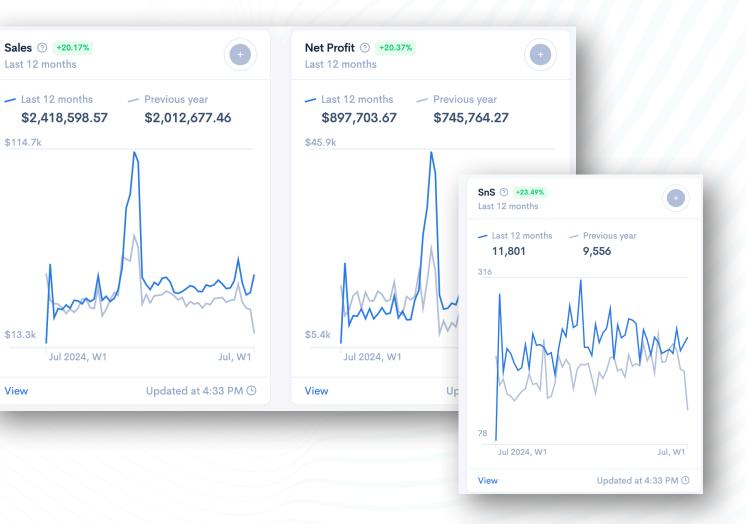
### Strategy:

- High quality image stack and product listing design
- Aggressive product launch strategy
- Focus on Subscribe & Save high LTV customers

### **Results After**

### 48 Months

- \$900K in annual profit
- **20%** in YoY growth
- Achieved almost 12,000 SnS Customers



www.bullseyesellers.com

### Case Study 2: Home Appliances Brand

### Challenge:

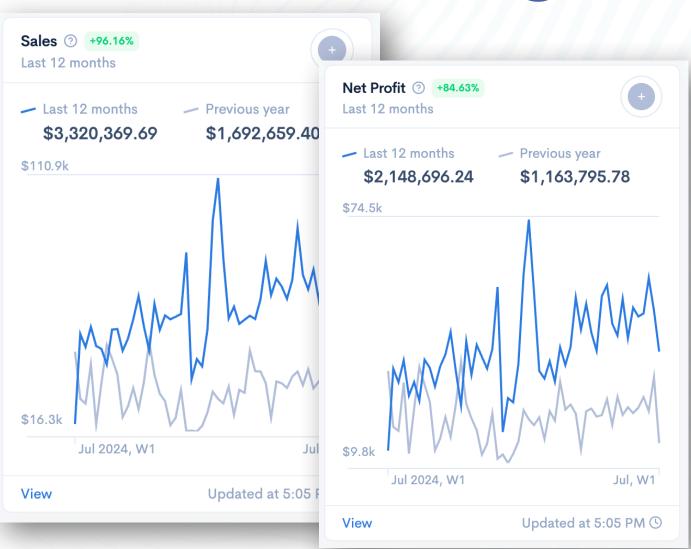
- Banned to sell in large revenue states
- Poor product reviews
- Premium price point

#### Strategy:

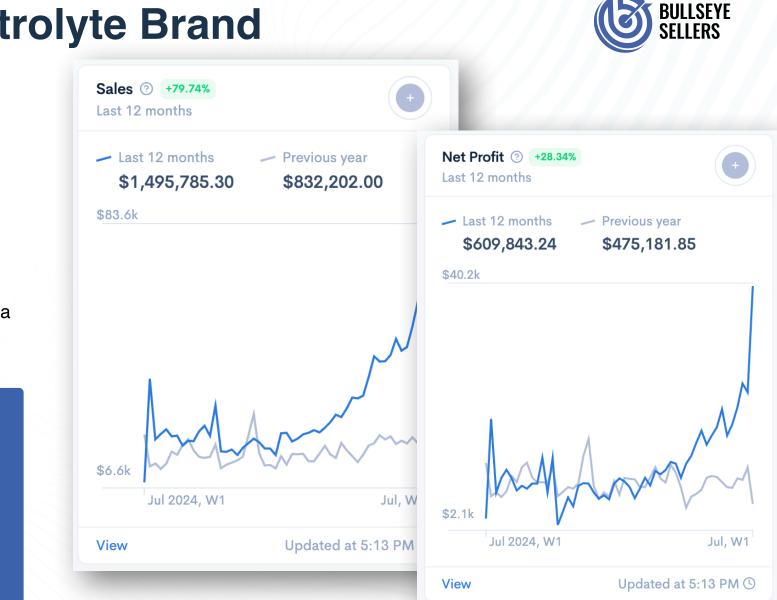
- Achieved approval to sell in all 50 states
- Repaired review problem through expert customer support
- Optimized all product listings for conversions

### Results After 18 Months

- \$2X Increase in annual sales
- **80%** increase in annual Net Profit







### Case Study 3: Electrolyte Brand

### Challenge:

- Sales stagnant at \$70K / month
- Product reviews dipped below 4.5
- Tons of wasted ad budget

### Strategy:

- Optimize ads for high converting keywords
- Drive traffic to Amazon from Social Media
- Focus on acquiring SnS customers through coupon strategy

### Results After 12 Months

- 80% increase in sales
- 3X increase in net profit

## Case Study 4: Supplement Brand

# BULLSEYE SELLERS

### Challenge:

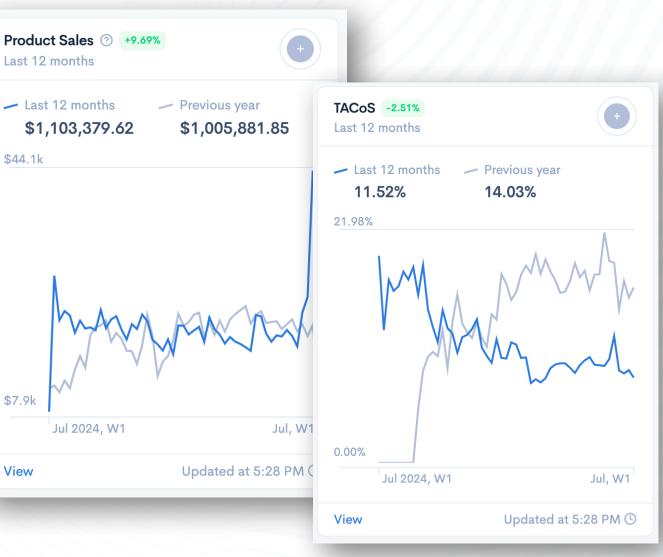
- Client experiencing low profit margins
- Stagnant growth
- Highly competitive category with high CPC's

### Strategy:

- Optimize ads for lower cost, high converting keywords only
- Optimize all product listings to increase CVR
- Focus on acquiring SnS customers through coupon strategy

### Results After 12 Months

- 10% increase in sales
- **3% decrease** in tacos



# **Scope of Work**



#### Account Setup & Approval

Register, verify, and ensure compliance for Amazon FBA approval.

#### **Product Listing & Optimization**

Optimize product listings with high-converting titles, descriptions, images, and A+ Content.

#### Flat File & Variation Management

Use flat files to efficiently upload products in bulk, manage parent-child variations, and troubleshoot suppressed or stranded listings.

#### **Product Launch Strategy**

Source, direct, and optimize high-quality video content for ads and organic reach.

#### **Sponsored Ads & Paid Campaign Management**

Create, launch, and manage Amazon SP, SB & DSP ad campaigns with A/B testing and performance tracking.

#### **Order Fulfillment & Shipping Management**

Streamline order processing, inventory management, and compliance with Amazon so you never run out of stock.

#### Customer Support, Case Management & Brand Protection

Handle inquiries, refunds, disputes, and maintain a high seller rating. Monitor unauthorized sellers, handle IP complaints

#### **Promotions & Campaign Execution**

Run discounts, coupons, and participate in Prime Day events for maximum exposure.

#### **Performance Tracking & Reporting**

Analyze sales, ad performance, and market trends with regular reporting and strategy updates.

#### **Deliverables & Timeline**

Complete setup in weeks with ongoing daily management and monthly optimization.

### Bullseye Sellers Marketplace Agency

#### 5.0 $\star \star \star \star \star$ 50 Google reviews



#### ★★★★★ Jan 29, 2024

Working with Bullseye has been a really great experience. We didn't realize how many areas of our ecommerce business needed changing/improving. Not only did you point them out, you handled them. As a small business we were so caught up in the day to day that we didn't keep up with the changes in the marketplace, and the stagnant areas of our business. You have taken what we started and are making it better. We are a small company but you don't treat us like one. Ian, Michael and your team give us their full attention and are helping us to see our potential. Thanks for helping us fulfill our dreams and making our lives easier too.

#### Cesar Vargas

10 reviews • 1 photo

 $\star \star \star \star \star \star$  17 hours ago **NEW** 

I have been working with Bulleye for sometime now and I feel compelled to write a review about their agency. When Ryan and his team took over my account it was in disarray and was not performing as expected due to many technical variables that were discovered as part of the set up. This actually took months to find out and why sales had stagnated or declined. In all my years I had never had an agency take a super deep dive into my account and actually fix fundamental issues that were preventing my growth. I continued to be impressed as Ryan and team are never satisfied and are always testing strategies to keep my company growing.



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3 reviews • 0 photos

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#### ★★★★★ 3 days ago NEW

Bullseye has been a fantastic partner to help grow our brand! They have an amazing dedicated team and it's a pleasure working together with them.

Sasha Levitsky 4 reviews • 0 photos

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#### ★ ★ ★ ★ ★ Mar 28, 2024

Bullseye and especially Isabelle in this case are rockstars! I had a listing issue on Amazon with almost 10,000 units go into unfulfillable inventory which put one of my best sellers completely out of stock. Amazon was saying I had to remove all the inventory and have it sent back. After dozens of personal attempts and hours of being on the phone without any success I requested assistance from Bullseye Sellers. Isabelle created a fully detailed response with evidence and tons of information showing the product's authenticity which was then sent to multiple departments and in less than 24 hours the inventory started going back into stock. Within about 24 hrs all of the inventory was back and the listing was completely active again. I can't recommend you enough! Thank you so much!







# **Ready to Dominate Amazon?**

# \$4000/month + 4% of Growth "Less than the cost of one in-house employee, you get a seasoned team that delivers proven results!"