

9 Ecommerce Trends to Follow in 2023



Trend	Your actions	Tools that can help you
<p>1. Find Products that Will Sell in 2023</p>	<ul style="list-style-type: none"> Find your customers' unique pain points in 2023 Ask yourself "what problem is my product going to solve?" Use data from Amazon reviews and forums to understand how to improve the customer experience Investigate keyword demand Look at the previous year's sales and cut the worst-performing products 	<ul style="list-style-type: none"> Product Research for Amazon Shopify Finder Keyword Wizard for Amazon DataHawk Ecommerce Keywords Analytics Sellvia eComKunt Klew Keyword Magic tool
<p>2. Tackle Current/Future Supply Chain Issues with Data</p>	<ul style="list-style-type: none"> Use competitive market research to find out where your competitors get their products shipped from Use data to forecast and plan for inventory so you're not over or understocked 	<ul style="list-style-type: none"> ImportYeti Veegp InventorySource Sellbrite Shoppingfeed Cogty SoStocked by Carbon6
<p>3. Do Competitor Analysis—Small Business is Booming</p>	<ul style="list-style-type: none"> Focus on competitors' prices, products, ads, any promotional packages/bundles they are offering Consider key concepts such as digital market share, level of competition, key players, and market size Consider editorial recommendations, search ads, social media, and email marketing strategies to expand your reach at a reasonable CPA 	<ul style="list-style-type: none"> Traffic Insights for Amazon .Trends EyeOn Competitor Tracker for Amazon AdClarity Koala Intelligence Kiwi CommerceInspector
<p>4. Paid and Organic Search Analysis</p>	<p>Look at your competitors' share of voice, traffic channels, number of their organic high-value keywords, adwords your competitors are bidding on</p>	<ul style="list-style-type: none"> .Trends Organic Research tool Advertising Research tool
<p>5. Maximize Your Traffic Performance</p>	<ul style="list-style-type: none"> Gather data at each customer touchpoint: mobile, social, web, and retail store Back your marketing initiatives with data Re-engage inactive customers 	<ul style="list-style-type: none"> Traffic Insights for Amazon Search Insights for Amazon Product Feed Health Checker Personalization: Optimonk Upsell: Bold Upsell, ReConvert Polling: PickFu Email: MailChimp, Klaviyo A/B testing: LimeSpot, Drip Reviews: Opinew, Loox, Reviews.io, Stamped
<p>6. Invest in Your SEO (Content, Technical, Local)</p>	<ul style="list-style-type: none"> Eliminate website bloat Monitor your desktop and mobile performance Create unique, compelling, keyword-driven content Consider adding schema Keep tabs on offline business Use Google Business to impact your product shipments with shipping times, refund policy, and discounts 	<ul style="list-style-type: none"> Semrush Local On Page SEO Checker Product Feed Health Checker Site Audit Listing Quality Check for Amazon SEO Content Template Keyword Magic Tool
<p>7. Influencer & Affiliate Marketing Are Crucial</p>	<p>When releasing a new product, ask influencers to test your product and provide an honest review on their social media</p>	<ul style="list-style-type: none"> BuzzGuru Impact Referral Candy Social Tracker Social Analytics
<p>8. Plan Seasonal Sales and Promotions Wisely</p>	<ul style="list-style-type: none"> Prepare for the most significant ecommerce events of the year in advance: Prime Day, Thanksgiving, Cyber Monday, Black Friday Expect more retailers to run their version of these sales (e.g. "Deals for Days Sale" by Walmart) Offer seasonal promotions, especially if you sell seasonal products, and offer a discount rate when the season ends 	<ul style="list-style-type: none"> Keepsa Cogty Privy Optimonk ReConvert Listing Alerts for Amazon Competitor Tracker for Amazon
<p>9. Build a Responsive Customer Support Network</p>	<ul style="list-style-type: none"> Build or grow a customer support arm of your ecommerce business Create educational resources Monitor review sites like Yelp and Google and create a response strategy to both negative and positive feedback 	<ul style="list-style-type: none"> eDesk Sendinblue Gorgias Zendesk

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