

E-COMMERCE • BEAUTY & PERSONAL CARE

Category-Leading Personal Care Brand on Amazon

Dominant Amazon FBA brand in a large, resilient consumer category with strong organic rankings, high review volume, and a lean, scalable operating model.

ASKING PRICE

\$6,900,000

47x Monthly Multiple

\$7.0M

TTM REVENUE

\$1.76M

TTM PROFIT

25%

PROFIT MARGIN

6.4%

AMAZON TACOS

BUSINESS MODEL

Amazon FBA

ESTABLISHED

2017

OWNER INVOLVEMENT

10 hrs/wk

TEAM SIZE

Lean Team

CUSTOMER MARKET

United States

TREND

Growing

Investment Highlights

- Category leader with dominant organic search rankings on major marketplace
- Highly focused SKU portfolio driving strong repeat demand and sales velocity
- Ultra-low advertising spend with 6.4% TACoS reflects powerful organic positioning
- Diversified supplier network ensures supply chain resilience and cost discipline
- Trademarked brand with 9+ year track record and consistently high customer ratings

Growth Opportunities

Social Commerce

Launch on emerging short-form video commerce platforms to reach new audiences.

DTC Expansion

Build a direct-to-consumer channel to capture higher margins and customer data.

Affiliate Marketing

Activate influencer and affiliate programs to drive incremental organic traffic.

New Product Lines

Extend brand into adjacent premium self-care categories with proven demand.

Interested in Learning More?

Sign an NDA to access full financials, business details, and schedule a call with the seller.

Request Access →