

Inventory Management for Pro Sellers

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Why Inventory Matters

Inventory management directly impacts your Pro Seller eligibility, Buy Box status, and customer satisfaction. A single stockout can undo weeks of ranking progress.

- 95%+ in-stock rate required for Pro Seller badge
- Stockouts cause immediate Buy Box loss
- Recovery from stockout ranking drops takes 2-4 weeks
- WFS requires advance planning for inbound processing time

Best Practices

Implement these inventory management practices to maintain reliable stock levels.

- Calculate safety stock based on daily sales rate and lead time
- Set automated reorder alerts at 30-day supply thresholds
- Maintain 60-90 days of WFS inventory for core products
- Diversify suppliers to reduce single-source risk
- Plan seasonal inventory 8-12 weeks in advance
- Use inventory management software for real-time tracking across channels