

The PAXCOM logo is displayed in a white, uppercase, sans-serif font within a white rectangular frame. The background of the frame is a dark blue gradient with a subtle pattern of white dots. The overall image features a woman's face in the background, partially obscured by the text and graphics.

HipHop emerged as a dark horse in the nose strip category with a **90%** search share on Amazon

HipHop dominated the 90% of Amazon's nose strip search share

Description

About client:

HipHop Skincare is a growing name in the Indian skincare startup industry. A **women-led** company that manufactures and markets affordable personal care products, from blackhead removal strips, wax strips to make-up wipes, targeting multi-faceted women.

INITIAL CHALLENGES:

- Wider targeting leading to lesser campaign relevancy
- Spend leaks
- Less Share-of-Voice (SOV)
- Limited campaigns running with limited features

HOW PAXCOM AIDED HIPOP:

- **Launched all three types of campaigns** by utilizing previous data. Ensured placement level optimization and visibility across the platform.
- Ensured visibility and that no time is wasted on irrelevant search terms every week, **harnessed potential keywords via search terms and different keyword match types.**
- **Content optimization** included creating and adding lifestyle images, product descriptions with rich & relevant keywords, and titles emphasizing each product's features and benefits, which boosted their organic search ranking.
- In order to amplify brand goals, **ensured specific products (ASIN) appeared at specific ad slots.**



As a result of Paxcom’s adoption of these features, Hip Hop has steadily **grown their search share** and **doubled sales (both organic & inorganic)** over the course of the last 10 months, making the company’s brand as the category leader.

We started our engagement with Paxcom early this year and since then we have seen rapid growth in our eCommerce business. Paxcom has been helping us with end-to-end eCom services from AMS to eCom content management, all of which have helped us achieve many milestones in our journey. The team's proactiveness is a major advantage. Overall, working as a partner with Paxcom has been a great experience.

- Pranav Singi, Head of Operations HipHop Skincare

Want to see such exponential growth for your brand?
[Contact Us Today!](#)

Product Interest* _____

Where did you find us from?* _____