# Dark Horse

E-commerce SEO is evolving – How to prepare for success in 2024

Copyright Dark Horse Digital Ltd 2024









www.darkhorse.co

# Agenda

Back to basics
Structure &
SERP history

New SERP feature Product grids Generative AI

Using AI tools to

supercharge

growth

Get specific

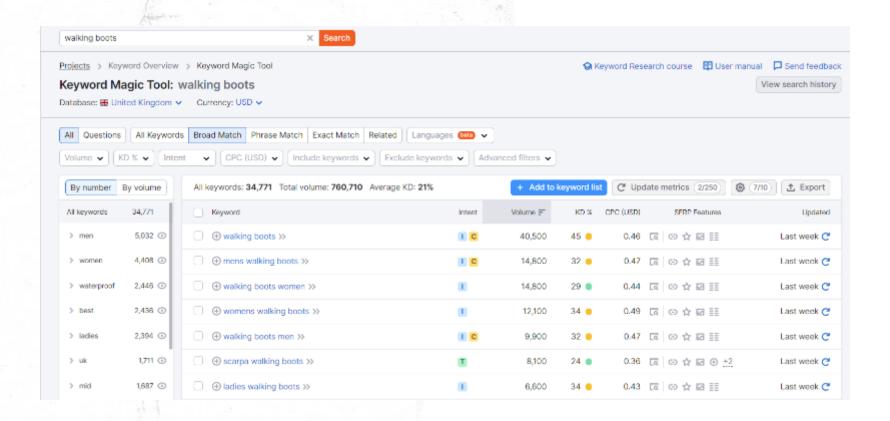
Build killer

category structure

# Getting back to basics

# Build the foundations Structure & hierarchy

# Find the opportunities: keywords



## Find the opportunities: Competitors

#### Men's Sale

All Men's SALE
Men's Jackets SALE
Men's Footwear SALE
Men's Clothing SALE
Men's Valentines Gifts
Valentines Gifts for Couples
Men's Branded T's 2 for £35
Men's Logo T's 2 for £25

### Coats & Jackets

View All
Waterproof Jackets
Insulated Jackets
Down Jackets
Softshell Jackets
Casual Jackets
3 in 1 Jackets
Windproof Jackets
Breathable Jackets
Parka Jackets
Cleaning & Proofing

## Fleeces & Midlayers

View All Lightweight Fleeces Midweight Fleeces Heavyweight Fleeces Men's Hoodies Men's Gilets

## **Baselayers**

View All Base Layer Tops Base Layer Trousers Underwear

### Trouser & Shorts

View All
Walking Trousers
Waterproof Trousers
Softshell Trousers
Insulated Trousers
Shorts
3 Quarter Length Trousers

## Shirts and T-Shirts

View All

## Men's Footwear

View All Walking Boots Mountain Boots Walking Shoes Cycling Shoes Industrial Shoes Wellies

Snow Boots
Sandals
Socks
Accessories
Cleaning and Proofing

#### Accessories

View All

Gloves
Mitts
Headbands
Neckgaiters/Scarves
Summer Hats
Winter Hats
Belts
Watches
Sunglasses

## **Popular Brands**

Rab
Berghaus
Craghoppers
Montane
adidas Terrex
Regatta
Scarpa
Merrell
Mountain Equipment
OEX

## Men's Workwear

Salomon

Weird Fish

Dare 2b

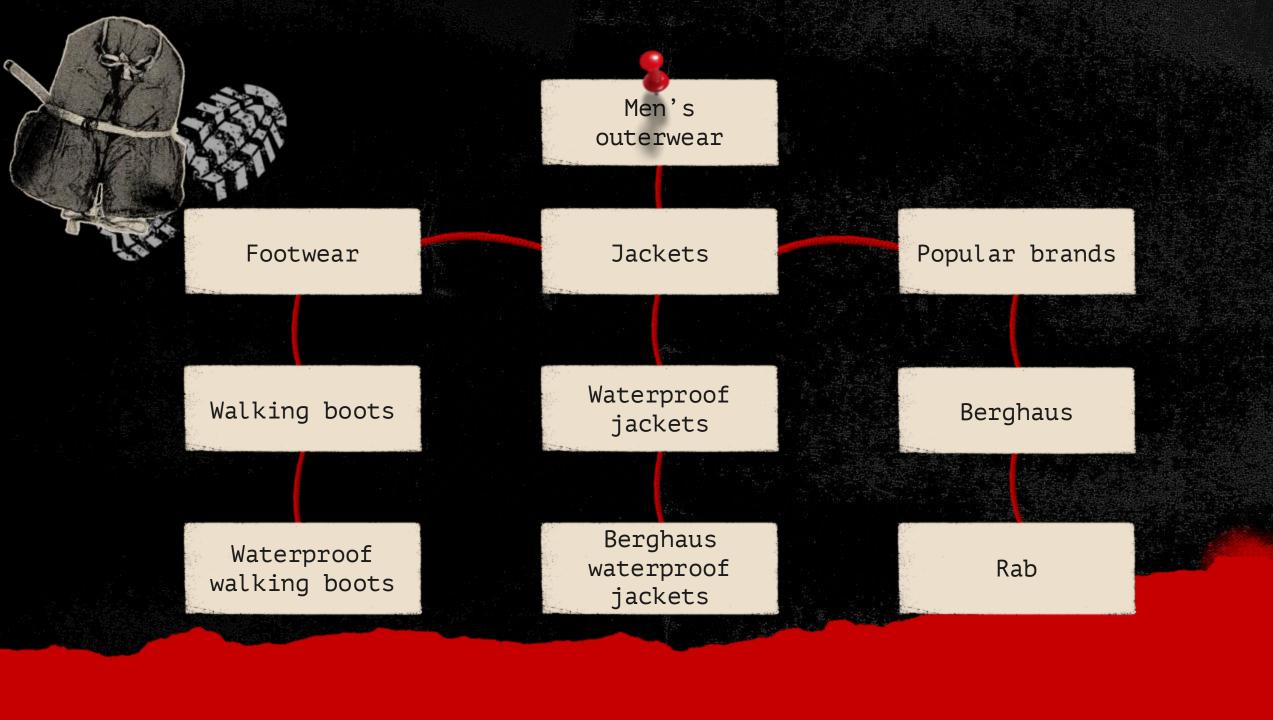
Work Clothing
Work Footwear
Timberland
CAT
Dickies

# Find the opportunities: Products

Item name 💌		+	Items viewed	Items added to cart	Items purchased	↓ Item revenue	
			539,897 100% of total	1,332,749 100% of total	52,535 100% of total	£796,516.94 100% of total	
1	disk inse		7,036	1,564	453	£16,326.12	
2	76 ( 4 ) ( 45)		4,624	885	382	£10,829.70	
3	NO O FEET		2,579	15,728	424	£9,341.49	
4	Aca ca		6,226	1,462	365	£8,840.34	
5	H1-147 1918		2,060	1,859	368	£8,762.08	
6	40.24		3,823	616	323	£8,120.22	
7 getil	Company of the compan		382	1,810	378	£7,631.34	
8	7		2,469	257	148	£7,049.24	
9 7	J 40.00		3,400	664	356	£6,842.32	
10	The MALL		232	89	79	£6,629.68	

# Find the opportunities: Paid ads

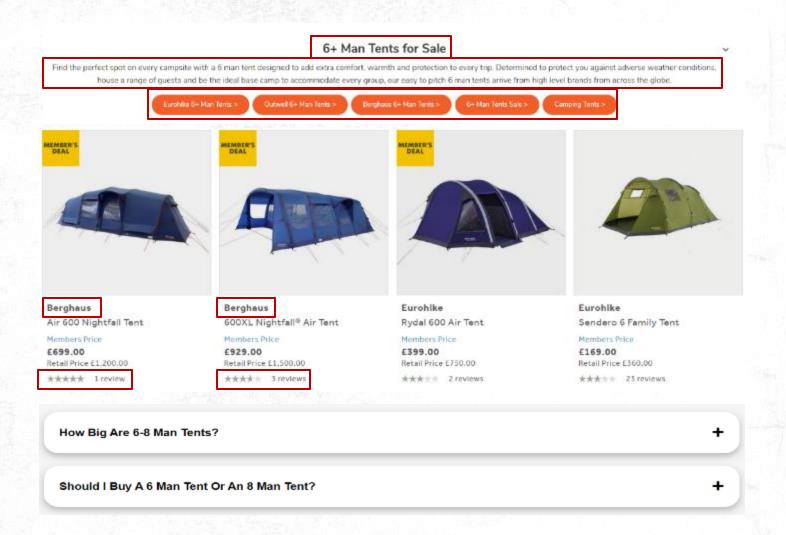
Keyword	Cost	Ad relevance
business scanning	£10.30	Above average
bulk scanning services	£190.89	Above average
secure scanning services	£81.22	Above average
companies that scan documents	£1,134.33	Above average
mass scanning services	£24.05	Above average
scanning service	£161.52	Above average
scanning services	£1,000.78	Above average
Records scanning	£57.59	Above average



# How to structure: navigation

	Men Women	Kids Accessories	Brands Football Sport	s Offers JD Blog		
Edits	Footwear	Clothing	Accessories	Brands	Collections	
New In Footwear	Trainers	Hoodies	Bags	Nike	Nike Air Force 1	
New in Clothing	Classic Trainers	Track Pants & Joggers	Bucket Hats	adidas	Nike Dunk	
atest Replica	Canvas & Plimsolls	Jackets	Caps	Crocs	Nike Tech Fleece	
Winter Edit	Hi-Tops	Sweatshirts	Gloves	EA7	Nike Air Max 95	
Premium Edit	Running Shoes	T-Shirts	Holdalls	Fred Perry	Nike Air Max	
Outdoor Edit	Football Boots	Tracksuits	Knitted Hats & Beanies	Hoodrich	On Running Cloudswift	
AcKenzie Essentials	Gym Shoes	Cargo Pants	Scarves & Snoods	Jordan	adidas Originals Samba	
Gym Ready	Trail Footwear	Polo Shirts	Shoe Care	Montirex	adidas Originals Gazelle	
? for £25	Flip Flops & Slides	Shorts	Socks	New Balance	adidas Originals Handball Spezia	
2 for £30 Football T-Shirts	Boots & Shoes	Swimwear	Sports Equipment	On Running	Jordan 1	
? for £35	JD Exclusives	Gym Clothes	Sunglasses	The North Face	New Balance 1906R	
for £60 Puma Offer	Restocks	Loungewear	Underwear	Under Armour	New Balance 550	

## How to structure: on page content



## How to structure: internal links



## **Related Categories**

Shop More Nike

Shop More Mens Footwear

Shop More Mens Footwear Trainers Home Men Mens Footwear Trainers Nike Air Max Pulse



£110.00

Nike Air Force 1 Low



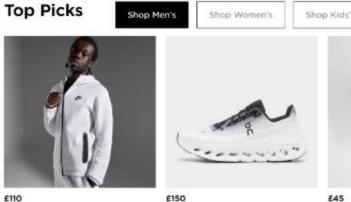
£130.00

Nike React Vision



£175.00

Nike Air Max 95



Nike Tech Fleece Full Zip Hoodie

On Running Cloudtilt

BOSS Core T-Shirt

# What's changed in the SERPs?

## 2005

Google - maps	Search Web 🔻	PageRank 5	2538 blocked 📜	AutoFill 🔼 Options 🔗 🧗 🧨							
Google	Web     Images     Groups     M       maps       ○ Search the Web  Search	News Froogle h English and Fre	Search Ac	iktop more » Ivanced Search eferences n pages							
Web Results 1 - 100 of about 26,000,000 English and French and Spanish pages for maps. (0.09 seconds)											
News results for maps - View today's top stories  Soogle Maps Local Search Game - InternetNews.com - Mar 3, 2005  MapQuest.Com Maps, Directions and More MapQuest Find-It Maps Directions. Find It. Don't know the address? Name or Category. City. State. Maps. Address or Intersection City. State. ZIP Code. Directions www.mapquest.com/ - 13k - Cached - Similar pages  Maps. Don't know the address? Find millions of places: stores, hotels, restaurants, stadiums Top US Cities. Quickly find maps of more than 1,000 US cities www.mapquest.com/maps/main.adp - 33k - Cached - Similar pages [More results from www.mapquest.com]  Yahool Maps, Driving Directions, and Traffic Yahool Maps, Driving Directions, and Traffic. The best online mapping experience. PC Magazine rates Yahool Maps better than MapQuest. Yahool Maps Maps Home maps, yahoo.com/ - 7k - Cached - Similar pages											
Yahoo! Driving Directions, Maps, and Traffic Yahoo! Maps, Driving Directions, and Traffic. The best online mapping experience. PC Magazine rates Yahoo! Maps better than MapQuest. Yahoo! maps.yahoo.com/py/ddResults.py - 9k - Cached - Similar pages [ More results from yahoo.com]  Maps.com :: World's largest map store :: wall maps, travel maps											
waps.com :: vvorid's ia	argest map store :: Wall <b>m</b>	iaps, travel ma	aps								

## 2011

## Nike Air Max 270 Men's Shoe. Nike.com GB

https://www.nike.com/gb/t/air-max-270-shoe-ntl0RF ▼

★★★★ Rating: 4 - 45 reviews

Find the Nike Air Max 270 Men's Shoe at Nike.com. Free delivery and returns.

## Nike Air Max 270 SE Women's Shoe. Nike.com GB

https://www.nike.com/gb/t/air-max-270-se-shoe-QtJSDr ▼

★★★★ Rating: 4 - 5 reviews - £124.95 - In stock

Find the Nike Air Max 270 SE Women's Shoe at Nike.com. Free delivery and returns.

## Nike Air Max 270 - JD Sports

https://www.jdsports.co.uk/collection/nike-air-max-270/ ▼

★★★★★ Rating: 5 - 1 vote

With a 180° visible air bubble, explore **Nike Air Max 270** online at JD Sports, including the latest Air Max 270 Flyknit models.

Nike Air Max 270 · Nike Air Max 270 Junior · Kid's Nike Air Max 270 · Women

## Product grids

# Product grids: examples



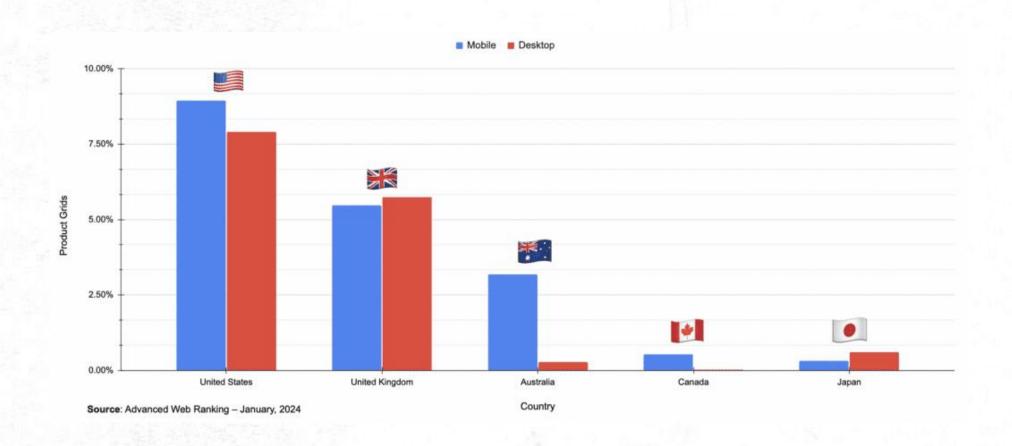




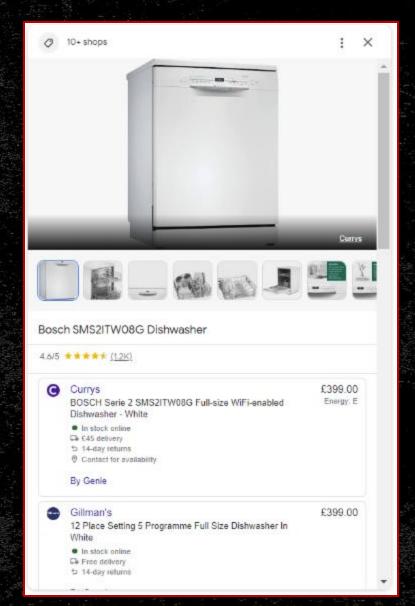
# Product grids:

Search Appearance	↓ Clicks Last 3 months (2024)	Clicks Last 3 months (2023)	Clicks Difference	Impressions Last 3 months (2024)	Impressions Last 3 months (2023)	Impressions Difference	CTR Last 3 months (2024)	CTR Last 3 months (2023)	CTR Difference
Product snippets	2,616	0	2,616	166,625	0	166,625	1.6%	0%	1.6%
Review snippet	913	1,194	-281	51,178	72,923	-21,745	1.8%	1.6%	0.1%
Merchant listings	40	0	40	1,002	0	1,002	4%	0%	4%
Videos	0	20	-20	0	477	-477	0%	4.2%	-4.2%
FAQ rich results	0	3	-3	0	876	-876	0%	0.3%	-0.3%

# Product grids:



## How to be featured:

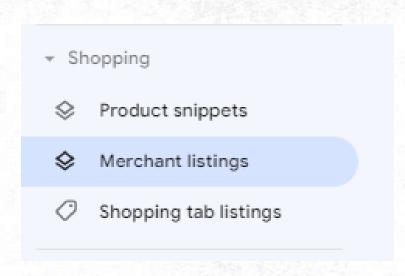


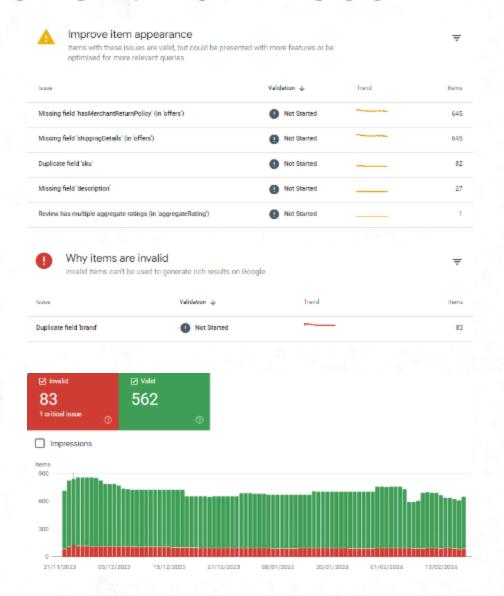
Currys Gillman's



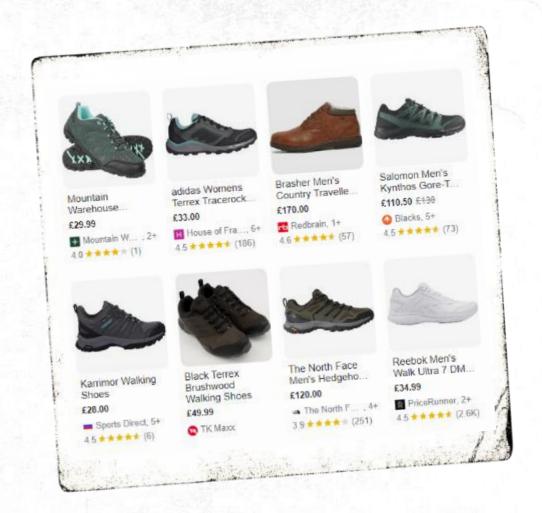


## How to be featured: merchant feed





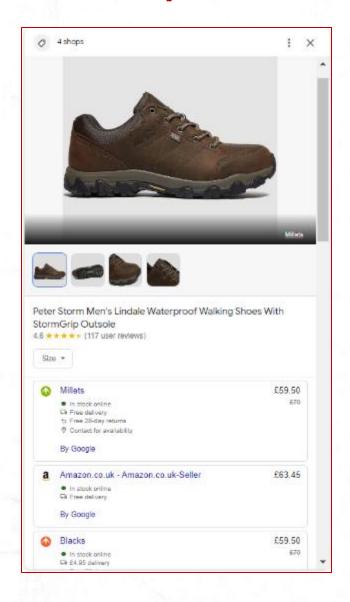
## How to be featured: Sourced reviews





## How to be featured: Advantageous policies

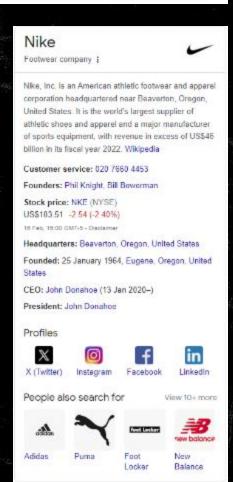
- Pricing
- Postage time
- Postage cost
- Returns policy



## Get specific

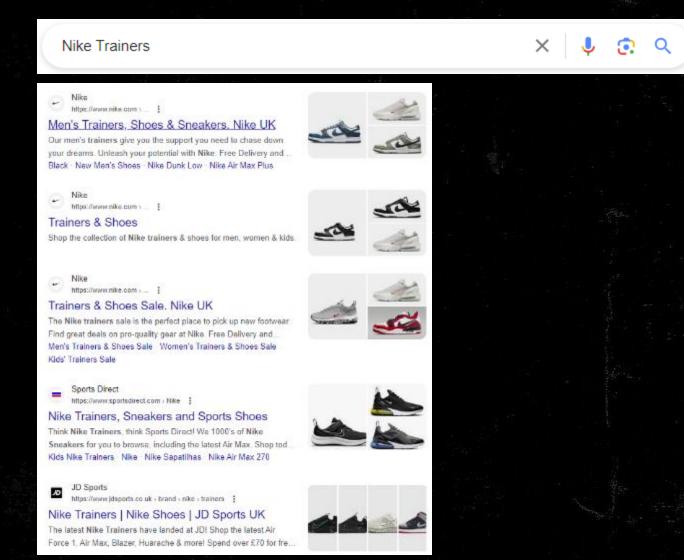
# Top of funnel:

Nike Nike Nike, Just Do It, Nike UK Nike Membership Nike Just Dolf Member Product Your Exclusive Access. Shop Nike Just Do It Member Rewards, How We Say Thank You Celebrate, Nike, Just Nike Sale Capitalise on signature trainer & clothing styles with the Nike ... Shoes - Clothing - Older Kids - Kids' Sale - Kids Football - Teens Trainers for Men - Men's Clothing - Men's Sale - New Men's - \_\_\_ Women Explore the latest styles and innovations from Nike Women . More results from nike.com + Wikipedia https://en.wikipedia.org / sakt / filike\_inc | Nike, Inc. (stylized as NIKE) is an American athletic footwear and apparel corporation headquartered near Beaverton, Oregon, United States. frilps://www.ptsports.co.uk - brand - nibe - [ Nike UK



- Mixed transactional & informational intent
- Low propensity to convert
- Highly competitive SERP

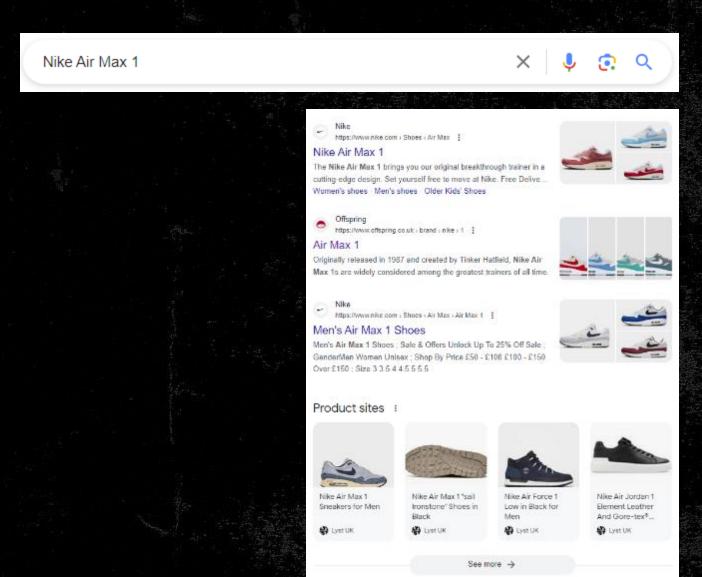
## More qualified:



- · Low transactional intent
- Dominated by big brands
- More likely to be researching

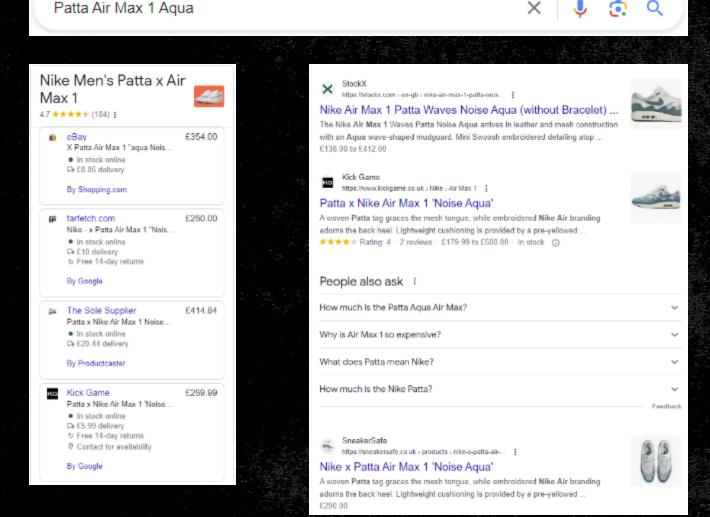
# More qualified:

- Mid-level transactional intent
- <1% conversion rate
- Independents start to appear



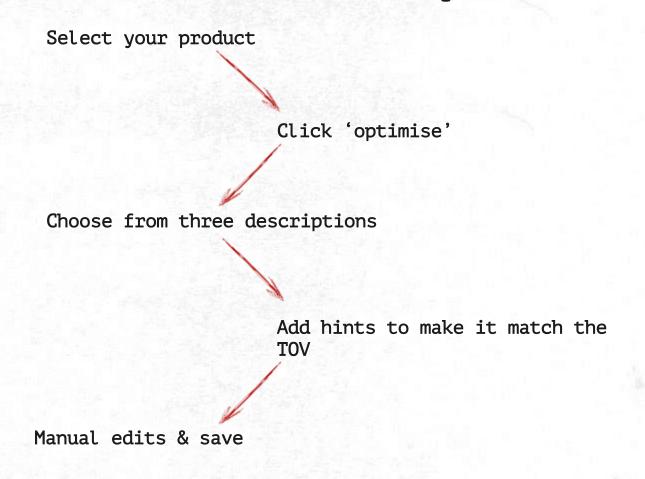
# More qualified:

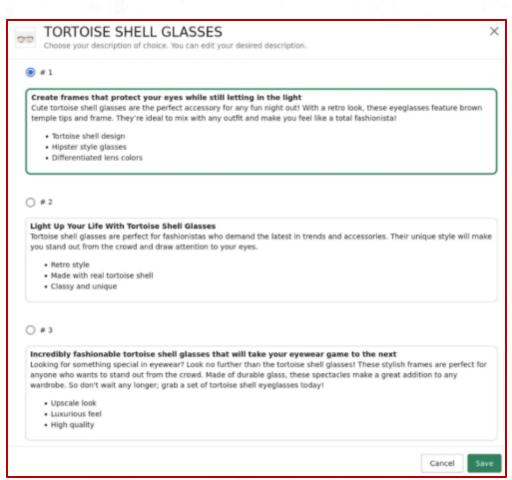
- Very high transactional intent
- >2% conversion rate
- Product landing pages
- Low authority websites appear



## Generative AI

# Product descriptions: Gowise





## Content briefs: frase

Identify the keywords Use AI to analyse the SERPs Choose on-page topics from topperforming pages Use Frase to write the brief & edit Save & send to your writers

## Category automation: merchstack

Identify all relevant sub-categories

Review automated attribute-based categories

Manually review the automated categories

Define dynamic title, H1, and description attributes

Create the categories in the same design as your existing pages