

U.S. Health & Beauty SEO, Decoded



What we learned by reverse engineering the search algorithms for four major U.S. health and pharmacy retailers.

Optimizing your products for search is essential for winning shoppers online and boosting sales. However, it's easy for brands to waste time and money over-engineering their content for search optimization.

Using our daily digital shelf data and advanced mathematical modeling, Profitero reverse engineered the algorithms for four major U.S. health & beauty retailers.

Doing so allowed us to isolate the content factors that most influence search rank performance, specific to each website.

Profitero's research shows that not all content changes have equal search impact across every retailer. Therefore, it's important to have a targeted SEO strategy — one that uses advanced analytics to predict retailer outcomes in advance.

I. Which SEO strategies work best for different retailer websites?

● **Highly correlated** (with higher search ranking) ● **Somewhat correlated** ● **Not correlated** (and may have negative impact)

	# of times keywords are mentioned in title	# of images on product page	# of characters in product title	product's average star rating	# of reviews
Amazon	Highly correlated	Highly correlated	Somewhat correlated	Highly correlated	Highly correlated
CVS.com	Not correlated	Not correlated	Not correlated	Highly correlated	Somewhat correlated
Walgreens.com	Highly correlated	Not correlated	Not correlated	Not correlated	Not correlated
Walmart.com	Highly correlated	Highly correlated	Not correlated	Highly correlated	Highly correlated

II. What search-optimized health & beauty content looks like by retailer

By retailer, we identified product content attributes that had the highest probability of improving search ranking on specific retailer websites. This is just a sample of our data for the retailers we studied. Profitero can create a similar SEO reverse-engineering analysis for any retailer you're focused on.



Product content attribute Benchmark to aim for

- | Product content attribute | Benchmark to aim for |
|---------------------------|--|
| Product title | <ul style="list-style-type: none"> Mention most relevant search term 1 time Title of ~129 characters in length |
| Image count | <ul style="list-style-type: none"> 8 images |
| Review count | <ul style="list-style-type: none"> Best-performing products had 17,298+ reviews |
| Avg star rating | <ul style="list-style-type: none"> 4.6 stars or higher |



Benchmark to aim for

- | Benchmark to aim for |
|---|
| <ul style="list-style-type: none"> Mention most relevant search term 1 time Title of ~67 characters in length |
| <ul style="list-style-type: none"> 5 images |
| <ul style="list-style-type: none"> Best-performing products had 178+ reviews |
| <ul style="list-style-type: none"> 4.6 stars or higher |



Product content attribute Benchmark to aim for

- | Product content attribute | Benchmark to aim for |
|---------------------------|---|
| Product title | <ul style="list-style-type: none"> Mention most relevant search term 1 time Title of ~58 characters in length |
| Image count | <ul style="list-style-type: none"> 4 images |
| Review count | <ul style="list-style-type: none"> Best-performing products had 165+ reviews |
| Avg star rating | <ul style="list-style-type: none"> 4.5 stars or higher |



Benchmark to aim for

- | Benchmark to aim for |
|---|
| <ul style="list-style-type: none"> Mention most relevant search term 1 time Title of ~77 characters in length |
| <ul style="list-style-type: none"> 8 images |
| <ul style="list-style-type: none"> Best-performing products had 1,010+ reviews |
| <ul style="list-style-type: none"> 4.5 stars or higher |

[Contact us](#) to learn more about how our digital analytics can help you win in search, content and pricing for any online retailer website.

About Profitero

Profitero's analytics platform helps you monitor and improve the health of your eCommerce business, across hundreds of unique retailer sites and 50 markets worldwide. Using our digital shelf benchmarking tools and sales analytics you'll see where you're losing ground to competitors and what you need to improve in order to win more traffic, convert more shoppers and grow faster.

[Contact us](#) to learn how we are helping the world's leading brands grow their online sales 1.7x faster than competitors.

Methodology

To produce this report, Profitero analyzed six weeks worth of search placement and content data, collected daily across the retailers' websites (a total of 1.6 million instances on 471 keywords).

Dates for the data analyzed: Aug 04 - Sept 15, 2021

Placement and content data were cross-referenced, matching products appearing on search results with their respective product content. The correlation between content and search placement allowed us to understand attributes that may cause a product to rank highly on a retailer's website. For the purpose of this analysis, we only examined the impact that content has on search. Other factors such as price, promotional activity, availability and sales history may also contribute to a retailer's search performance.