FRIENDS FSEARCH



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Scaling SEO: Lessons for All Types of Sites

Gregory Edwards | Blue Array

What will we be covering?

- 1. What a marketplace is
- 2. Unique challenges for marketplaces
- 3. What can you learn from marketplace sites
- 4. Key Takeaways



Hello!

Senior SEO Manager at Blue Array

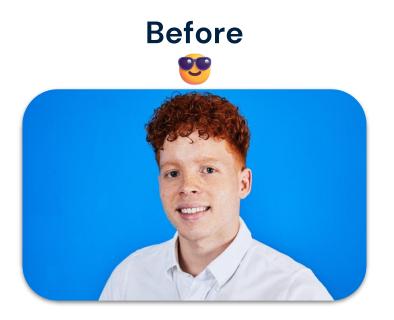


@GregoryE_seo

@bluearray



I've been working in the industry for 6 years...







Brands I've worked with:





GoCardless















What is an online marketplace?



What is an online marketplace?

e-Commerce site which connects sellers and buyers

Sellers will create listings for users to buy their products

 The marketplace will handle the transaction for the buyer and seller



Examples of Marketplaces











MODESENS



What about their unique challenges?



1. These sites can be enormous

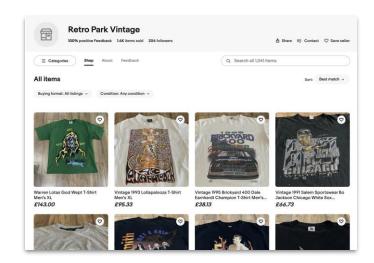


Typically due to users building:

1. Product Listings

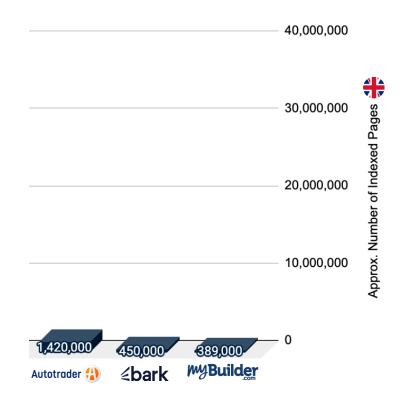


2. Profile Pages



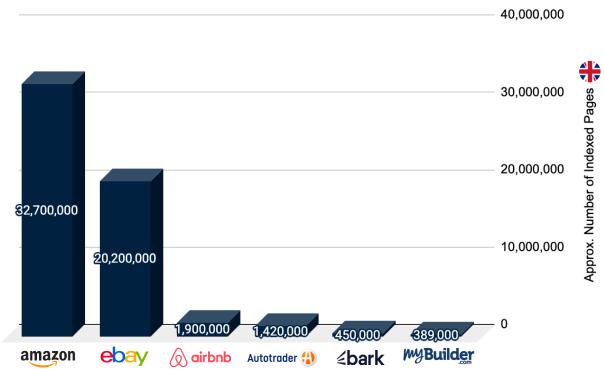


Means marketplaces can get quite large...





Means marketplaces can get quite large...





These are only the pages that are indexable, they are likely even larger



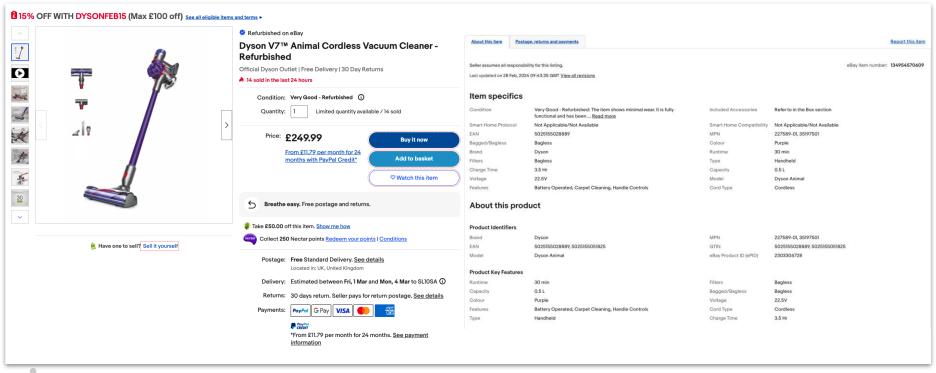
2. Site quality can be dependant on your users



With these listings/profiles we are very much at the mercy of the user...



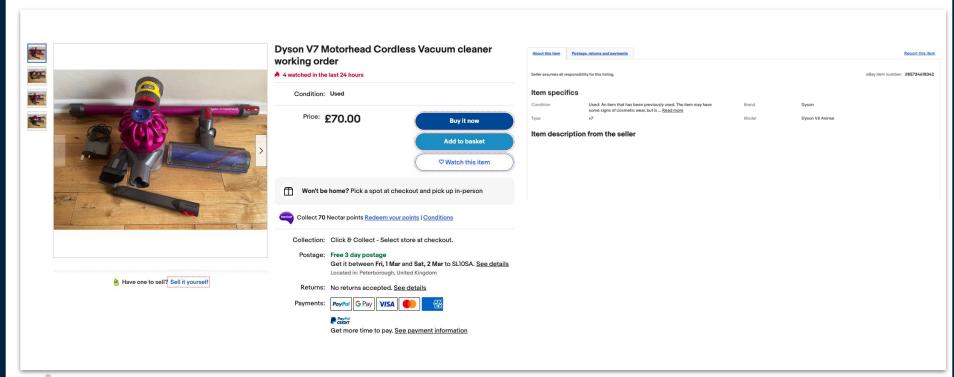
They can be good 🌜





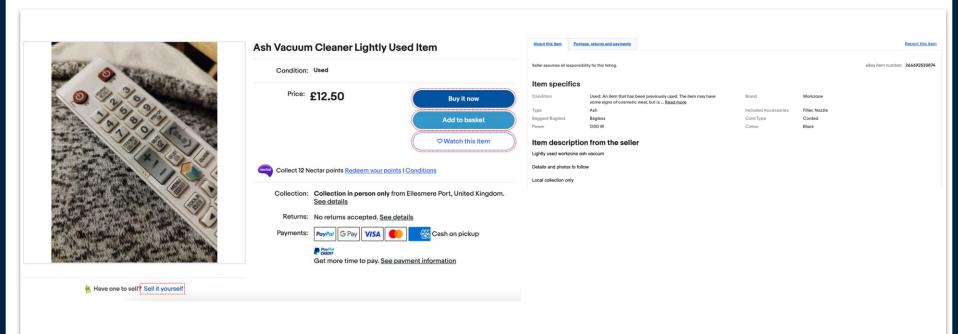
They can be bad 💡







They can be awful •••



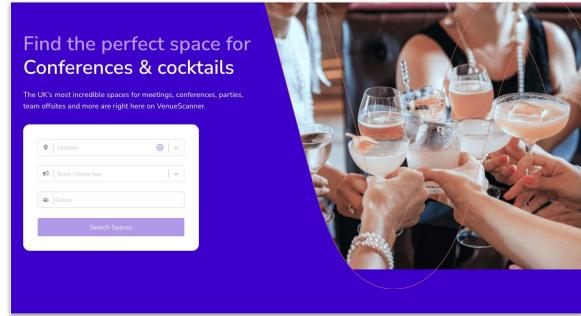


3. Relies on a combination of SEO practices



For example...







For example...



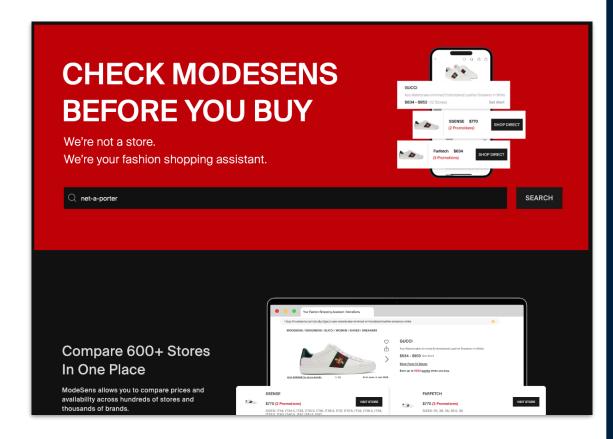
Large Scale

Local SEO



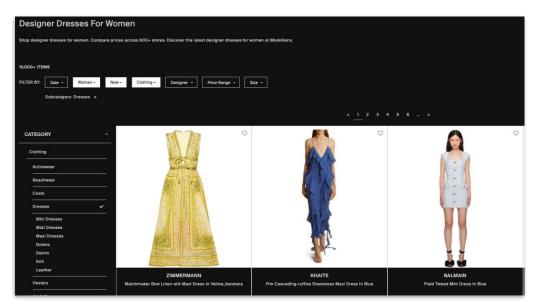
Another one...

MODESENS





Another one...



Large Scale





e-Commerce





To see success...





- We need to make it easy to crawl (due to its size)
- 2. We need to control the quality of pages Google accesses (due to user generated content)

3. We need to apply multiple SEO practices (due to the different types of marketplaces)

What learnings can you take from marketplaces?



Lesson 1: Less is more (indexation)













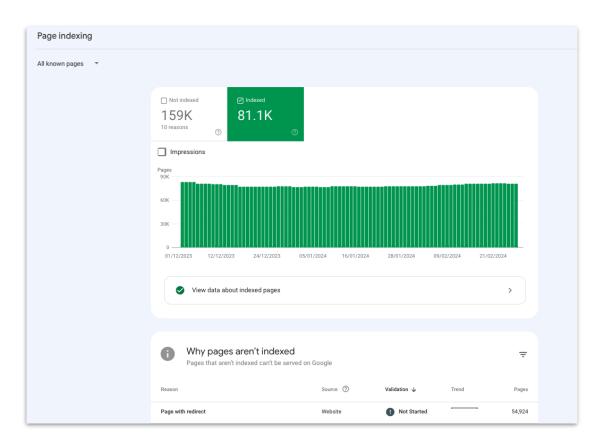
In short...



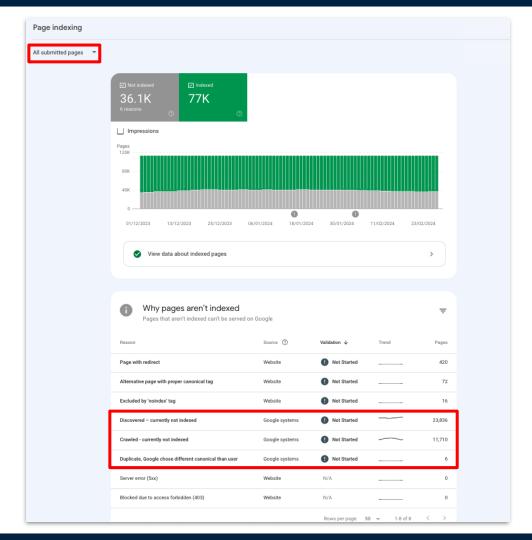




Index Coverage Report









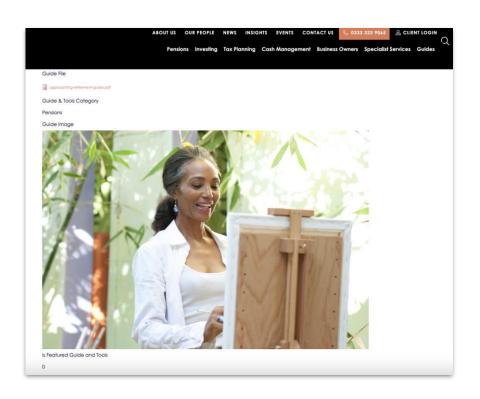
Discovered – currently not indexed	Google systems
Crawled - currently not indexed	Google systems
Duplicate, Google chose different canonical than user	Google systems



Suggests that Google does not see value in crawling this content.

Due to patterns Google has identified or a lack of importance.





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Suggests that Google does not see value in crawling this content.

Due to patterns Google has identified or a lack of importance.

Crawled - currently not indexed

Clearest indication that our content doesn't add value.

Due to low quality content, content is too niche.



Discovered – currently not indexed	Google systems
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Duplicate, Google chose different canonical than user	Google systems



Discovered - currently not indexed

Suggests that Google does not see value in crawling this content.

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<u>Crawled - currently not indexed</u>

Clearest indication that our content doesn't add value.

Due to low quality content, content is too niche.

Duplicate, Google chose different canonical than user

Google uses this section to flag URLs where they believe duplicate content to exist.

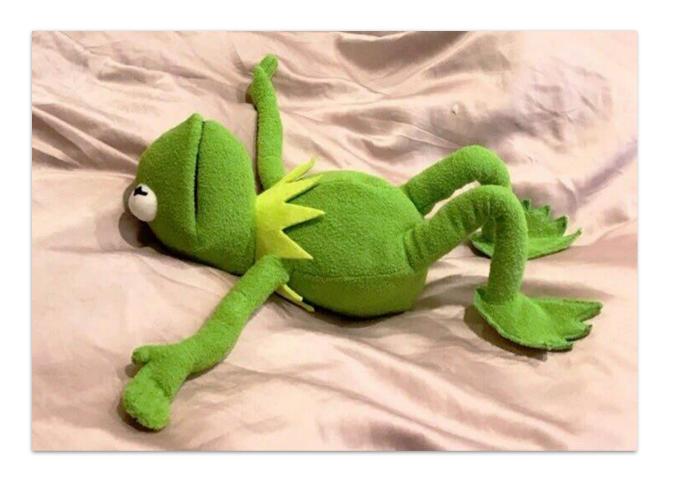
Review and take action!







Some of you...



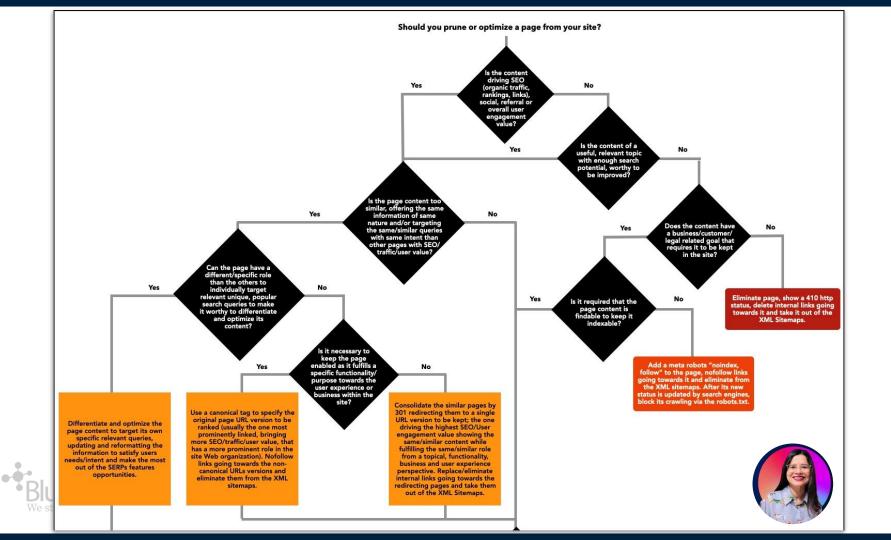


1. Pull all of the live pages for your site

2. Append supporting data to your pages

3. Manually review your pages (criterias can also help)

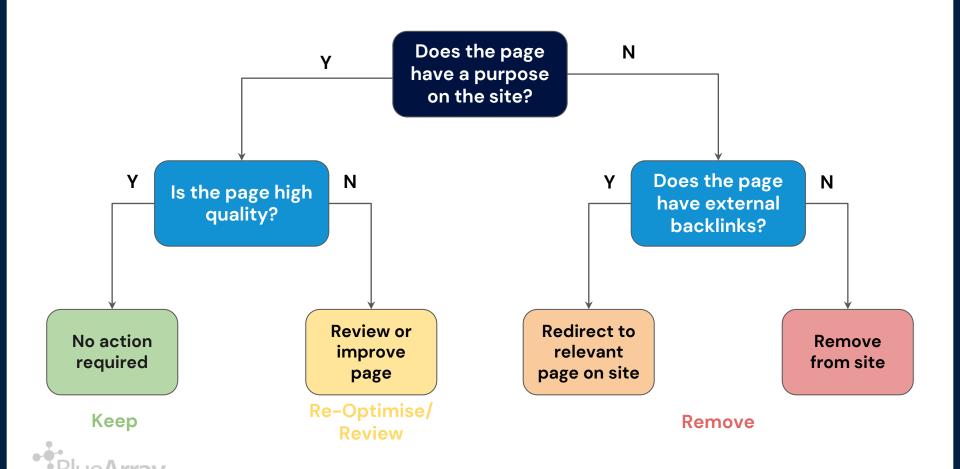




1. Does the page have value? (organic, brand or supplementary)

2. Is the page high-quality?





Results in...

		Actions		
Section =	Address =	Action 🍸	Actioned? =	- Notes -
Misc.	<u>-car-data-cl</u>	Canonicalise (Tracking link)		To non-tracking URL
Misc		Canonicalise (Tracking Link)		To non-tracking URL (https://www.
Misc	<u>:?intcid=dr-header</u>	Canonicalise (Tracking Link)		To non-tracking URL (https://www.
Misc.	:_co.uk/faq/vanncd	Improve		Pages offer support for existing customers though they could be viewed as low quality, aim to improve the overall quality of the page.
Misc.	:.co.uk/faq/home	Improve		Pages offer support for existing customers though they could be viewed as low quality, aim to improve the overall quality of the page.
Misc.	:.co.uk/faq/payment	Improve		Pages offer support for existing customers though they could be viewed as low quality, aim to improve the overall quality of the page.
Misc.	:_co.uk/faq/score	Improve		Pages offer support for existing customers though they could be viewed as low quality, aim to improve the overall quality of the page.
Misc.	:_co.uk/faq/blackbox	Improve		Pages offer support for existing customers though they could be viewed as low quality, aim to improve the overall quality of the page.
Misc.	:_co.uk/faq/blackboxncd	Improve		Pages offer support for existing customers though they could be viewed as low quality, aim to improve the overall quality of the page.
Misc.	:_co.uk/faq	Improve		Pages offer support for existing customers though they could be viewed as low quality, aim to improve the overall quality of the page.
Misc.	:_co.uk/faq/van	Improve		Pages offer support for existing customers though they could be viewed as low quality, aim to improve the overall quality of the page.
Misc.	:.co.uk/royalmail	Noindex		
Misc.	:co.uk/iam	Noindex		
Misc.	:.co.uk/benefex	Noindex		
Misc.	.co.uk/help/general-motoring/drivi	Redirect		Page contains is low-quality and is driven by branded clicks which will be recycled into the site - redirect to the most relevant page. Also ensure the inlinks are updated.



Does this actually work?



A quick case study 🖳



- Online marketplace which allowed you to hire tradespeople
- They had very, very, very granular location pages
- The site also featured numerous low quality pages
- We culled/redirected and improved these pages



Indexation significantly improved!





Learning 1: Less is more with indexation

Regularly review your content

Make sure your content is of high quality



Lesson 2: Rebuild page templates



Sites love to create templates to quickly push pages live



techradar.

Category Template



Article Template



Author Profile Template



Alex Whitelock 節 🖸



Alex is deals editor at TechRadar. With over three years of experience onsite and eight years working in e-commerce, Alex has made it his personal mission to share all his favorite tips, bargains, and deals with our readers here at TechRadar, At work, he specializes in computing, phones, and covering huge sales events like Black Friday and Amazon Prime Day, Outside of work, you'll find him indulging his keen love of photography and PC gaming, or down at the local climbing gym hanging off boulders far too difficult for his abilities. His editorial bylines also include contributions to T3 and GamesRadar

ARTICLES BY: ALEX WHITELOCK



Bargain alert: get a 256GB Google Pixel 8 with a pair of Pixel Buds Pro for just £669

By Alex Whitelock published 1 day ago Amazon's just posted one of the best Google Pixel 8 deals we've seen vet including an almost free pair of buds and a storage upgrade.



Fuiifilm X100VI preorders: where to buy and the latest delivery

By Alex Whitelock last updated about 21 hours ago Looking for a Fujifilm X100VI? You're not alone - preorders on this excellent compact camera are extremely popular.

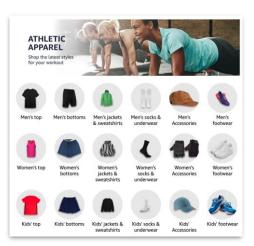


Last chance! Curry's TV deals are ending today - 4K TVs starting at iust £229 ahead of the Super

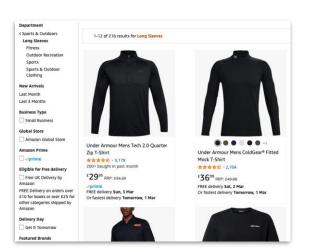
By Alex Whitelock published January 30, 2024



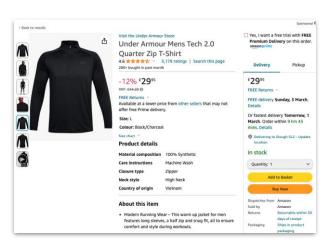
Hubpages Template



PLP Template



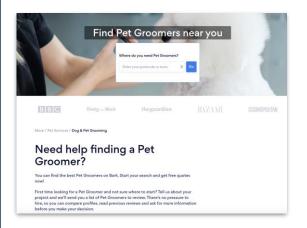
PDP Template



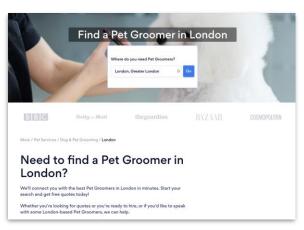




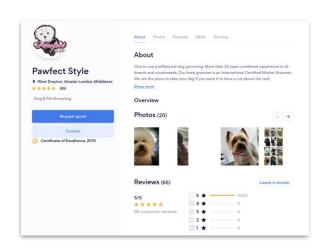
Category Template



Category + Location Template



Profile Template





When optimising...























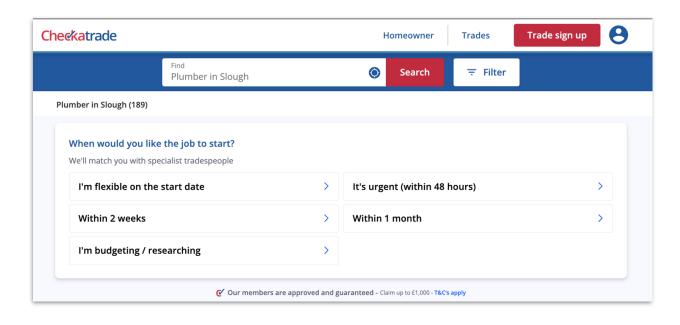


1. Search for your primary term





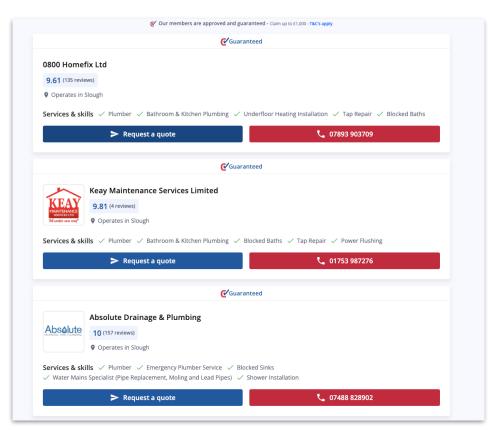
2. Compare your competitor's page vs your own



User journey CTAs



2. Compare your competitor's page vs your own

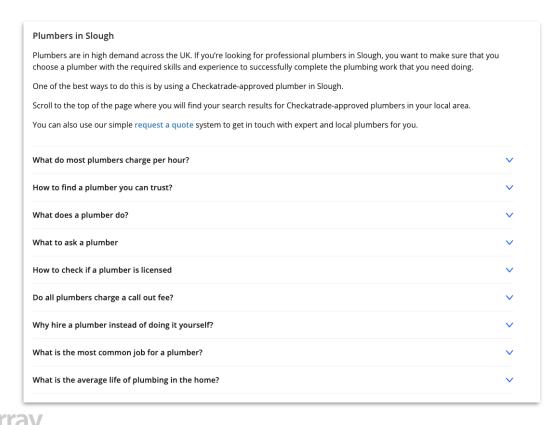


User journey CTAs

• 8 profile listings



2. Compare your competitor's page vs your own



User journey CTAs

8 profile listings

Informational content & FAQs

3. Consider the ordering of elements

VS

Checkatrade

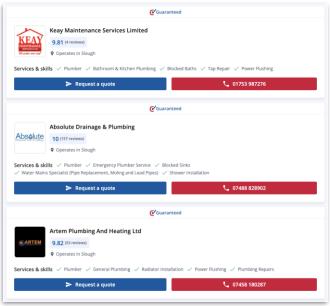


Page Layout	
Heading + intro text	
How it works	
Profile listings	
Local reviews	
Linking blocks	

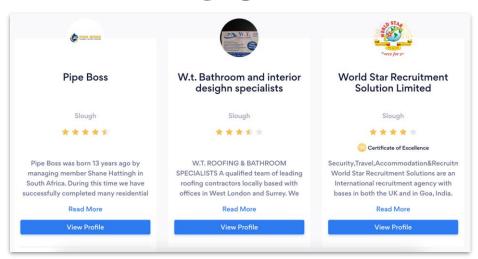


4. Think about the design

Checkatrade



≤bark





5. Make recommendations based on your findings

Increase the number of profile listings from 3 to 8

- Move the profile listings higher up the page
- Make our profile listings more compact
- Include FAQs on our location pages



We did exactly this with a mobile mechanic site...

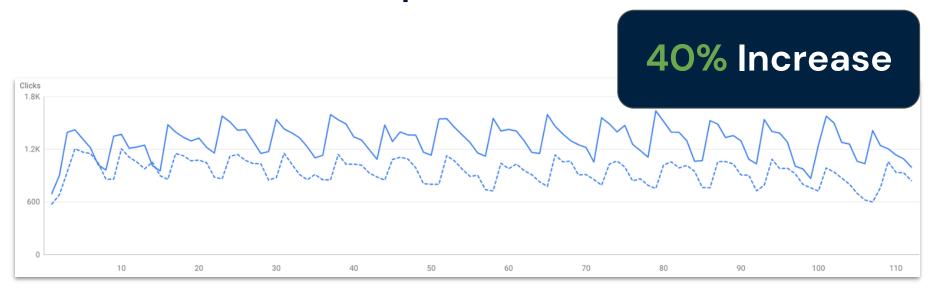




What did we see? •••



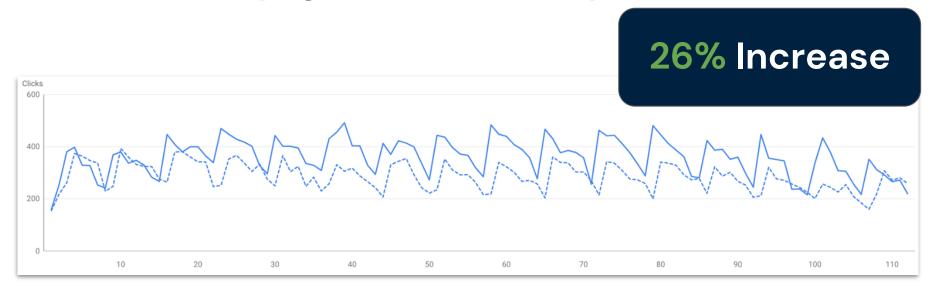
Sitewide non-branded performance



Non-branded sitewide performance January - April 2023 vs 2022



Transactional pages non-branded performance



Non-branded transactional page performance January - April 2023 vs 2022



Learning 2: Rebuild page templates

Think wider than single page optimisation

 Make meaningful changes across templates



Lesson 3: Don't overlook technical changes





We need good technical health to:

1. Condense ranking signals

2. Make it easy for Google to crawl our site



Each site will have their own unique issues but some key offenders include... 🙎



Condense Ranking Signals

Mixe ranki signa

30,000,000 hreflang issues

<link rel="canonical" href="https://www.bark.com/fr/fr/accountants/">



fr/accountants/">
fr/accountants/">
com/fr/fr/accountants/">
fr/fr/accountants/">
fr/fr/ac

million /fr pages



Condense Ranking

Signale

Secure jobs and grow

132 issues from 1 page

Mixe ranki signa



.bark.com/en/gb/sellers/create-account/?

rk.com/en/gb/sellers/create-account/

/gb/sellers/create-account/

tps://www.bark.com/en/gb/sellers/create/

n/gb/sellers/create/

1 different countries



Condense Ranking Signals



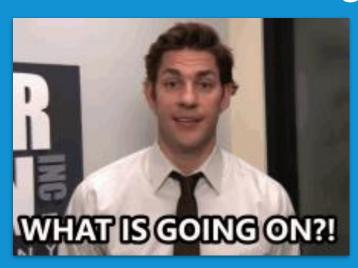


rocessing

e'll send you a list of the top you're looking for quotes or spect you with the best Care

117,000 issues (on /gb)

Mixe ranki signa



ver 1,000 services



Make it easy to crawl



Diffice Crawl

30,000,000 redirecting inlinks



r/hypnotherapy/

://www.bark.com/fr/fr/hypnotherapy/

/hypnotherapy/

er 3 million RLs per site



Make it easy to crawl

Diffice Crawl

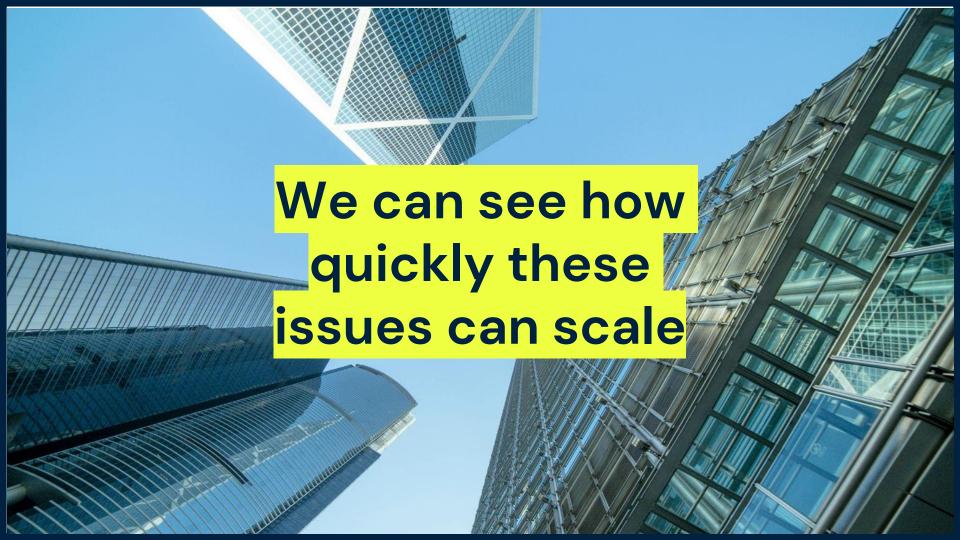
10,000 important pages with issues





ver 1,000) service





One final case study... 🤘







Fixed 4/5 of these issues



(page speed is still a work in progress @)





Sitewide performance





Non-branded sitewide performance last 3 months vs previous year



Learning 3: Don't overlook technical fixes

Make your site easy to crawl and index

Identify scalable solutions



To Recap...



Learnings you can apply from marketplace sites

Manage your indexation and serve high quality pages

2. Identify scalable optimisation opportunities

3. Technical changes at scale are worthwhile



Thanks for listening!

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