



# Product Page Best Practices for Food and Beverage Brands

A STRATEGY GUIDE FOR CREATING GREAT PRODUCT PAGES — FROM TOP TO BOTTOM

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# The Rapid Pace of Ecommerce

The pandemic has created a shift in how consumers shop for groceries. Statista predicts that food and beverage ecommerce revenue will surpass \$20 billion by 2023.

How can you make your brand stand out among other online grocery stores? Winning on the digital shelf is all about creating the best brand experiences. You can achieve that by developing a product page strategy.

**\$20**  
BILLION

**\$20 billion by 2023**

Statista predicts that food and beverage ecommerce revenue will surpass \$20 billion by 2023.

SOURCE: STATISTA

# Why a Product Page Strategy is Essential

When you shop for products in a brick-and-mortar store, you get the full tactile experience. Unfortunately, this can be difficult to replicate on the digital shelf. You can offer the next best thing, however, with a product page strategy that includes key elements on your product page.

## 4 Essential Elements of a Product Page Strategy.

Let's examine the four essential parts of a product page, starting from top to bottom.



## THIS IS MY BREAD

From the sunbaked fields where our seeds are grown to the busy homes where our bread is served, we strive to make a positive impact every day.



Building a product page strategy — from top to bottom — could help your brand engage shoppers with product copy, visuals, interactive elements, and testimonials.

SOURCE: BIMBO BAKERY, AMAZON

## 1. Product Copy

When writing product copy, it's helpful to think like a customer. What would they want to see on a product page? A great way to gain a customer's perspective is to look up common search queries so you can answer them in your product descriptions. You can also evaluate the competition — especially those with a higher search rank than you — for inspiration.

Specific product description language and a consistent tone can help you tell a story with your copy. You can achieve this by using sensory words that evoke strong feelings, like silky, lush, smooth, and sharp. This will help a customer better envision owning your product.

### **Product descriptions should include:**

- Product features, including technical details;
- Benefits related to using the product;
- Instructions;
- Warranty details; and
- Important product information.

## 2. Product Visuals

Text-based content is great. It provides customers with details about everything your product offers. But text alone won't help you win on the digital shelf. It should be paired with visuals like product images, videos, and graphics.

Product images are an essential part of a product page. You can show how the product looks on a model or in a setting, like your kitchen or backyard. Customers will appreciate image galleries that they can enlarge and scroll through.

Videos are also helpful to include on your page. You can feature videos explaining your product's features or demonstrating how to use it. Try to include at least one video.

Brand story graphics that tie all your product pages together are essential. When you create enhanced content that contains the brand story, it shows the consumer your commitment to quality products and making products customers love.



### 3. Interactive Elements

A typical product page includes a product description, a few images, and maybe a video. But the best product page experiences take it a step further with interactive elements.

For example, comparison charts explain how a product compares to similar products or other products in the same product family. Unboxing videos show the excitement of the person opening their package.

All these extra content elements bridge that gap of not physically touching and seeing the product before purchasing.

### 4. Testimonials

Consumers look to their peers to know what products to buy. If your customers love your product, encourage them to leave ratings and user reviews on your product page. Reading or hearing the thoughts of a person who has already purchased it is the next best thing to being in the store.

Testimonials can include both text-based reviews as well as videos showing the customer unboxing and using the product. The more positive reviews you have, the more comfortable a first-time buyer will feel purchasing your product.

# How PXM Supports Great Product Page Experiences

It takes a lot of work and interdepartmental collaboration to create engaging, compelling product page experiences. Creating engaging experiences like these requires a comprehensive product experience management (PXM) solution.

Salsify PXM offers the tools you need to create and deliver on your product page strategy. It provides a central location for your teams to collaborate on the content needed for your product pages.

## You can use a PXM to:

- Manage your visual content, like images, videos, PDFs, and more.
- Create enhanced content that elevates your product page experience.
- Design channel-specific versions of your product pages.
- Review your product page performance and optimize it to work for each channel.



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