



Male Grooming

Salience Index 2025



12 Month Report

This **Male Grooming Report** was put together by a small team of humans at Salience, using a whole host of tools, software and weeks of our time; What makes it into the report is the tip of the iceberg.

Want to go beyond the data within?
Speak to our team, any time, through
our site or social pages.



Editor's

2025 is here!

This year, thanks to AI, we're certain that nothing is certain.

We're already seeing marketing teams lean in even more on AI tools and software, and we're expecting higher levels of market volatility as a result. The unprecedented scope we now have to market better and faster through ever-expanding tools, particularly for lean teams, means that competition will rise, culminating in a more diverse share of voice within industries.

Yet, some marketing challenges remain from last year: the need to reduce reliance on paid channels, a renewed focus on brand performance, and better coordination between individual channels.

How will you keep tabs on the industry movements? That's where our report comes in.

The report serves to remove the blinkers on who you see as competition and, looking at all serious players in your space, give an unbiased view on organic, social & brand performance within your sector.

In addition, underperformance in any of the eleven key performance indicators provides direction on how to level up your digital performance as the year goes on.

Our next report on your industry will be in six months' time, but if you can't wait until then, get in touch any time for an assessment of the market and how you're doing

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Note

We are search marketers with an edge. From data-fuelled content marketers to business and data analysts, UX designers and technical gurus, we have the skills and know-how to grow your brand in whichever direction it needs. From new site builds to market leading search campaigns, we're the go-to agency for household names, challenger brands and ambitious start-ups.

Starting in Chester as an SEO & PPC agency, we've expanded our skills and team exponentially over the last 13 years to ensure our clients' digital activities are in peak condition, from analytics to content marketing, we have the skills in-house to give your brand the competitive edge required to compete in today's digital world.





**You can assess
the overall
success of a site
based off of 11
key metrics...**

Our



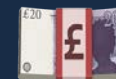
Technical SEO



Content Marketing



Digital PR



Paid Media



Copywriting



Analytics



Design



User Experience CRO

Services

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58 Digital Brand Reach

0.63%

**Of Google
Searchers Click
On Results From
The Second
Page..**

* Source: <https://keyword.com/blog/how-to-climb-from-page-2-to-page-1-on-serps/#~:text=Yip%2C%20we're%20all%20in,what%20they%20are%20looking%20for>.

Traffic Score Year on Year

What is Organic Traffic Score in Ahrefs and how do they calculate it?

"This number is an estimation of how much organic search traffic your target website, subfolder or URL gets each month."

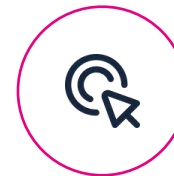
So, to be clear, we haven't somehow gotten into your analytics account. We use this score as an indicator of overall website growth or decline. When placing your score in contrast to the wider market, you can pinpoint an all encompassing ranking of organic traffic scores.

We know these aren't accurate representations of traffic seen in Google Analytics, however, these are accurate metrics relatively across domains.

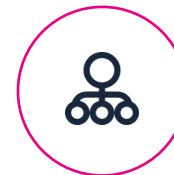
How it's calculated:



Ahrefs find all the keywords for which your target ranks in the top 100 organic search results.



They estimate the search traffic your target gets from each of those keywords based on its ranking position, monthly search volume and our estimated CTR for that position.



They sum up the traffic estimations of each keyword

Traffic Score Findings

Top 5 winners

01 **PHILIPS**

02 **BRAUN**

03 **WAHL®**

04 **HARRY'S**

05 **SALT**
G R O O M I N G



These brands are the ones to watch. They're on the rise with the biggest growth in the market. Whatever they're doing, search engines are loving it and you'll want to work out what that is and emulate their strategies, fast.

Top 5 Losses

01 **Gillette**

02 **•MURDOCK•**
BARBERS OF LONDON

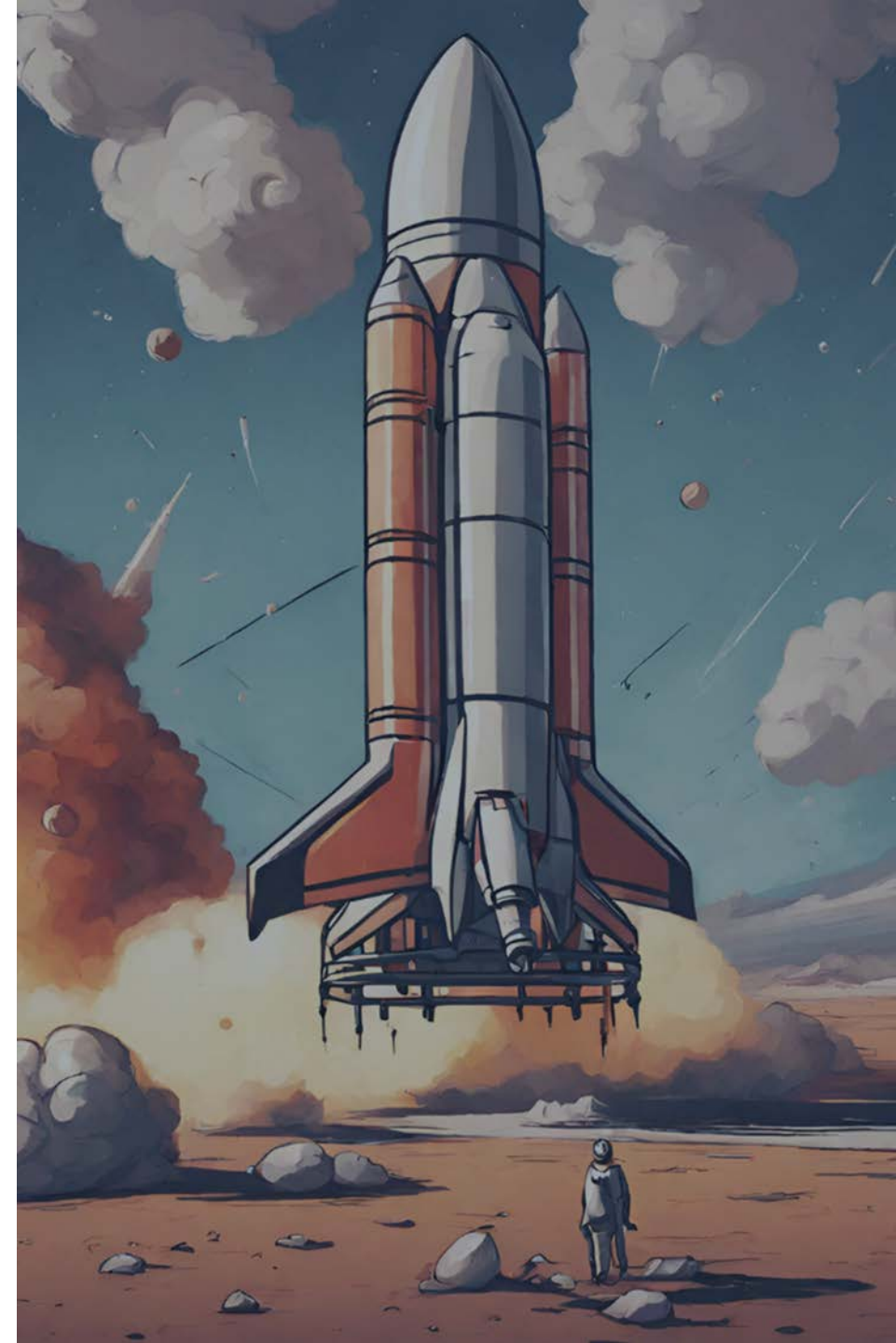
03 **the ENGLISHSHAVING_{co.}**
SHEFFIELD ENGLAND

04 **KENT.**

05 **EXECUTIVE**
SHAVING



On the opposite end of the spectrum, these brands have had the biggest traffic score drops. They're likely to have been punished by a search algorithm update or have let things slide over the course of the year. Either way, learn from their mistakes.



Traffic Scores.

Site	Overall Rank	YoY Change	Visibility Mar 2025	Visibility Mar 2024	YoY Change	Compared to Market
philips.co.uk	1	-	221,719	204,414	+8%	-2%
gillette.co.uk	2	-	109,581	118,667	-8%	-18%
braun.com	3	-	82,213	69,551	+18%	+8%
wahl.co.uk	4	-	62,639	43,099	+45%	+35%
braunshop.co.uk	5	-	41,597	34,817	+19%	+9%
lelabofragrances.com	6	-	41,093	32,956	+25%	+15%
harrys.com	7	+4	34,636	21,245	+63%	+53%
saltgrooming.com	8	+21	30,326	6,081	+399%	+389%
mankind.co.uk	9	-2	29,098	29,290	-1%	-11%
uk.manscaped.com	10	-	26,789	22,566	+19%	+9%
lynxformen.com	11	+1	23,571	18,434	+28%	+18%
murdocklondon.com	12	-4	20,131	24,725	-19%	-29%
wilkinsonsword.com	13	-4	19,755	22,784	-13%	-23%
barberblades.co.uk	14	+11	14,907	7,578	+97%	+87%
uk.bulldogskincare.com	15	-2	14,424	18,126	-20%	-30%
cornerstone.co.uk	16	-1	13,833	14,009	-1%	-11%
thegroomingclinic.com	17	-3	11,072	15,468	-28%	-38%
shavers.co.uk	18	-1	10,639	12,620	-16%	-26%
mobros.co.uk	19	-	10,261	11,160	-8%	-18%
pallmallbarbers.com	20	+2	10,191	8,184	+25%	+15%
slickgorilla.co.uk	21	+2	9,800	7,998	+23%	+13%
skullshaver.co.uk	22	+2	9,502	7,919	+20%	+10%
uk.dollarshaveclub.com	23	-2	8,569	8,429	+2%	-8%
cutthroatclub.co.uk	24	+7	8,471	5,345	+58%	+48%
theenglishshavingcompany.com	25	-9	7,981	13,164	-39%	-49%
scottishfinesoaps.com	26	+1	7,550	6,299	+20%	+10%
luminskin.com	27	+13	7,453	3,604	+107%	+97%

Traffic Scores.

Site	Overall Rank	YoY Change	Visibility Mar 2025	Visibility Mar 2024	YoY Change	Compared to Market
kentbrushes.com	28	-10	6,917	11,353	-39%	-49%
tayloroldbondst.co.uk	29	-3	6,843	6,546	+5%	-5%
tedsgroomingroom.com	30	-	6,332	5,854	+8%	-2%
traditionalshaving.co.uk	31	-3	5,906	6,254	-6%	-16%
maleskin.co.uk	32	-12	5,650	9,888	-43%	-53%
mancaveinc.com	33	-	5,086	4,739	+7%	-3%
thebrightonbeardcompany.co.uk	34	+1	4,694	4,281	+10%	-
uk.uppercutdeluxe.com	35	+1	4,547	4,246	+7%	-3%
brickellmensproducts.co.uk	36	+3	3,827	3,793	+1%	-9%
edwinjagger.co.uk	37	-	3,741	4,118	-9%	-19%
beardedcolonel.co.uk	38	+10	3,593	2,193	+64%	+54%
truefittandhill.co.uk	39	+6	3,588	2,655	+35%	+25%
muehle-shaving.co.uk	40	-2	3,381	4,105	-18%	-28%
horace.com	41	+14	3,187	1,488	+114%	+104%
themodernman.co.uk	42	-10	3,100	5,235	-41%	-51%
kingofshaves.com	43	+3	2,814	2,564	+10%	-
trumpers.com	44	+3	2,405	2,215	+9%	-1%
cphgrooming.com	45	+9	2,218	1,536	+44%	+34%
drharris.co.uk	46	-5	2,127	3,408	-38%	-48%
cleanshaven.co.uk	47	+9	1,753	1,323	+33%	+23%
agentshave.co.uk	48	-5	1,714	3,078	-44%	-54%
uk.cremocompany.com	49	-5	1,696	2,794	-39%	-49%
americancrew.com	50	+7	1,685	1,260	+34%	+24%
labseries.co.uk	51	-	1,456	1,706	-15%	-25%
truefittandhill.eu	52	+16	1,399	700	+100%	+90%
slickstyles.co.uk	53	-3	1,206	1,733	-30%	-40%
theinvisibleedge.co.uk	54	+10	1,063	785	+35%	+25%

Traffic Scores.

Site	Overall Rank	YoY Change	Visibility Mar 2025	Visibility Mar 2024	YoY Change	Compared to Market
dearbarber.co.uk	55	-3	1,061	1,613	-34%	-44%
swaggerandjacks.com	56	-3	1,045	1,572	-34%	-44%
feelwavy.com	57	+54	1,022	76	+1245%	+1235%
onesociety.co.uk	58	+3	981	890	+10%	-
shavingtime.co.uk	59	-	826	1,182	-30%	-40%
labarbiera.co.uk	60	+15	678	448	+51%	+41%
hawkinsandbrimble.co.uk	61	-3	674	1,250	-46%	-56%
thedandygent.co.uk	62	+5	672	730	-8%	-18%
vikingbeardstuff.co.uk	63	+13	659	445	+48%	+38%
zousz.com	64	-4	631	1,067	-41%	-51%
kevinjunior.co.uk	65	-3	616	869	-29%	-39%
percynobleman.com	66	+6	601	592	+2%	-8%
menspire.com	67	+7	552	466	+18%	+8%
patrickproducts.co.uk	68	+12	514	422	+22%	+12%
heathlondon.co.uk	69	-4	481	779	-38%	-48%
thebeardshed.co.uk	70	-21	440	1,870	-76%	-86%
supply.co	71	+17	423	334	+27%	+17%
rugbarber.com	72	+13	415	356	+17%	+7%
sweynforkbeard.co.uk	73	-	411	572	-28%	-38%
bluebeards-revenge.co.uk	74	-8	407	767	-47%	-57%
shepherdsgrooming.com	75	+9	398	370	+8%	-2%
anthony.co.uk	76	+18	390	225	+73%	+63%
barbarossabrothers.com	77	-14	340	865	-61%	-71%
hobson-quinn.co.uk	78	+9	322	342	-6%	-16%
apothecary87.co.uk	79	+4	314	385	-18%	-28%
themensemporium.co.uk	80	+19	295	203	+45%	+35%
men-u.com	81	-3	282	438	-36%	-46%

Traffic Scores.

Site	Overall Rank	YoY Change	Visibility Mar 2025	Visibility Mar 2024	YoY Change	Compared to Market
cavemanbarbershop.co.uk	82	+16	258	205	+26%	+16%
guyandbeard.co.uk	83	-4	244	426	-43%	-53%
menrock.co.uk	84	-15	215	691	-69%	-79%
pureshave.co.uk	85	+15	214	194	+10%	-
lhommegrooming.co.uk	86	+9	209	217	-4%	-14%
ultimategrooming.co.uk	87	+9	206	208	-1%	-11%
jasonshankey.com	88	+4	198	255	-22%	-32%
gentsoflondon.com	89	-8	161	415	-61%	-71%
daimonbarber.com	90	+7	156	206	-24%	-34%
wwstyling.com	91	+13	140	122	+15%	+5%
suaveproducts.co.uk	92	+27	137	51	+169%	+159%
thegentlemansgroomroom.com	93	-7	134	346	-61%	-71%
stjamesshavingemporium.co.uk	94	-24	129	631	-80%	-90%
executive-shaving.co.uk	95	-61	126	4,718	-97%	-107%
runesilk.com	96	+18	119	66	+80%	+70%
maverngrooming.co.uk	97	-6	107	275	-61%	-71%
londongrooming.com	98	-5	106	240	-56%	-66%
groominglounge.com	99	-9	102	286	-64%	-74%
groomnoir.com	100	+7	96	110	-13%	-23%

**Industry
Variance**
10%



Industry variance is the average of how much visibility change there has been in the market. So here, this indicates a 10% increase in overall traffic scores within this industry.

If the market's growing, you should be too. If it's shrinking, you need a precise and targeted search strategy.

Got a

Come across any head-scratchers in this report so far?

Get in touch for a no-strings chat and we'll run you through any metrics and how they apply to your brand.



Email us



Call us



Live Chat

Question?

Visibility Vs Authority

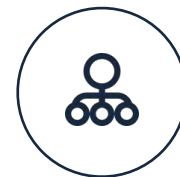
Authority is about the stature and reputation of your website. Search engines like high authority sites as they're loaded with trust-worthy signals and likely to provide useful services and content. Authority is measured through a metric called domain rating. The higher it is, the more chance you have to rank for competitive keywords and boost your visibility.



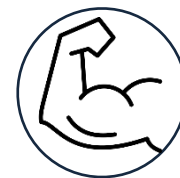
Search engines judge authority through a domain's popularity, size, and age. They use on and off-site signals to determine your rank.



Authority is best achieved through high-quality links gained through topical and brand-relevant digital pr. Not spammy link building.



By matching visibility scores to authority, we identify which sites are performing beyond their means. These are the ones to learn from.



Low authority brands who are ranking for high volume terms are the ones to watch. Target the keywords they perform well on for quick growth.

**"Analysing
visibility vs
authority is a
great way to find
sleeping giants in
the industry."**



Traffic Scores Vs Authority Scores



philips.co.uk	1	mankind.co.uk	11	shavers.co.uk	21	scottishfinesoaps.com	31	muehle-shaving.co.uk	41
braun.com	2	lynxformen.com	12	kentbrushes.com	22	mancaveinc.com	32	maleskin.co.uk	42
gillette.co.uk	3	murdocklondon.com	13	uk.uppercutdeluxe.com	23	uk.cremocompany.com	33	beardedcolonel.co.uk	43
lelabofragrances.com	4	uk.bulldogskincare.com	14	barberblades.co.uk	24	traditionalshaving.co.uk	34	trumpers.com	44
uk.manscaped.com	5	uk.dollarshaveclub.com	15	tayloroldbondst.co.uk	25	thebrightonbeardcompany.co.uk	35	kingofshaves.com	45
harrys.com	6	mobros.co.uk	16	slickgorilla.co.uk	26	truefittandhill.co.uk	36	drharris.co.uk	46
wahl.co.uk	7	luminskin.com	17	theenglishshavingcompany.com	27	cutthroatclub.co.uk	37	themodernman.co.uk	47
saltgrooming.com	8	pallmallbarbers.com	18	horace.com	28	cphgrooming.com	38	brickellmensproducts.co.uk	48
braunshop.co.uk	9	cornerstone.co.uk	19	skullshaver.co.uk	29	americancrew.com	39	agentshave.co.uk	49
wilkinsonsword.com	10	thegroomingclinic.com	20	tedsgroomingroom.com	30	edwinjagger.co.uk	40	cleanshaven.co.uk	50

A

Those with high visibility but low authority may not have the brand reach compared to rivals, but overperform in search engines thanks to technical SEO, content and site experience.

B

Hats off to these guys. They've built their house right and have the search marketing strategy to expand. At this point, you should be thinking about solidifying yourself as market leader.

C

Sites with low traffic scores and authority. Look on the bright side, there's a lot of room for improvement. Brands in this zone should consider urgently rethinking their on-site technical and structural setup, also their keyword strategy and off-site campaigns.

D

Low traffic scores, high authority. At school, these sites were the kids who 'had potential.' There are clearly some on-site issues holding these brands back. Whether those issues lie in content, structure, or tech, an on-site review is highly recommended.

Traffic Scores vs Authority Findings

High authority, low traffic scores

The Sleeping Giants

These brands could benefit most from resolving their on-site tech and structural issues. Identification of those problems, and dealing with them in a priority order, should be their key objective.



01



02

HORACE

03

COPENHAGEN GROOMING

04



05



Traffic Scores vs Authority Findings

High traffic scores, **low authority**

The Overachievers

These websites have strong traffic scores in spite of a lack of trusted links and press coverage. Digital PR can push the brand further, but through technical SEO, content and experience, they play a role in the search engines.



Traffic Scores Vs Referring Domains

Links aren't a numbers game. Not anymore, at least. The loose correlation between the number of linking domains and organic traffic scores shows that it's quality, not quantity that counts, brands that know this invest in digital PR not link building.

Key:

philips.co.uk	1	horace.com	13
braun.com	2	luminskin.com	14
harrys.com	3	pallmallbarbers.com	15
lelabofragrances.com	4	lynxformen.com	16
shavers.co.uk	5	kentbrushes.com	17
wahl.co.uk	6	saltgrooming.com	18
gillette.co.uk	7	theenglishshavingcompany.com	19
wilkinsonsword.com	8	uk.bulldogskincare.com	20
mankind.co.uk	9	tayloroldbondst.co.uk	21
thegroomingclinic.com	10	themodernman.co.uk	22
murdocklondon.com	11	maleskin.co.uk	23
americancrew.com	12	mobros.co.uk	24

Traffic Scores Vs Referring Domains

Key:

cornerstone.co.uk	25	braunshop.co.uk	38
trumpers.com	26	barberblades.co.uk	39
traditionalshaving.co.uk	27	thebrightonbeardcompany.co.uk	40
truefittandhill.co.uk	28	cutthroatclub.co.uk	41
drharris.co.uk	29	cphgrooming.com	42
beardedcolonel.co.uk	30	muehle-shaving.co.uk	43
scottishfinesoaps.com	31	skullshaver.co.uk	44
kingofshaves.com	32	cleanshaven.co.uk	45
uk.dollarshaveclub.com	33	slickgorilla.co.uk	46
uk.manscaped.com	34	uk.uppercutdeluxe.com	47
mancaveinc.com	35	brickellmensproducts.co.uk	48
edwinjagger.co.uk	36	agentshave.co.uk	49
tedsgroomingroom.com	37	uk.cremocompany.com	50



A

High traffic scores with low referring domains likely means the site is well set up technically, with great content, but scores low on brand traffic scores. Compare your visibility and RDs to your competition. Strong potential to grow brand traffic scores with digital PR links.

B

High traffic scores with high referring domains are dominating the organic market. If you're in this quadrant, keep doin' you. If not, it may be easier to compete with their traffic scores through technical SEO and content.

C

Low traffic scores with low referring domains could mean infinite things. However, generally ramping up your search marketing is required to compete in your space. Whether that's through tech, content or links, we can't say from this graph, but speak to us if you need a few pointers.

D

Low traffic scores with high links is a double edged-sword. Potentially, your link profile and strategy is spammy, old or otherwise suboptimal, and search engines see that. Regardless, it could also mean you're a sleeping giant in search. Get an outside opinion on your tech, content, and links.

Our

Since 2009, we've provided search marketing services for household names, challenger brands and ambitious start-ups across retail, lead generation, finance & charity sectors. We work on agile principles, born from the belief that marketing challenges rarely come with six month's notice, so there's no point in making plans that far in advance. We assess the biggest issues and opportunities for our clients at the start of every sprint. We are a new breed of search marketing agency that moves fast and adapts to opportunities in the moment, not in a month.



15+ Years Experience

8.5m Organic Transactions

58m Organic Sessions

[Find Out More](#)

Experience



**The results we've achieved from
Salience's content marketing efforts
have exceeded my expectations.**

— Paul Hambridge, MD

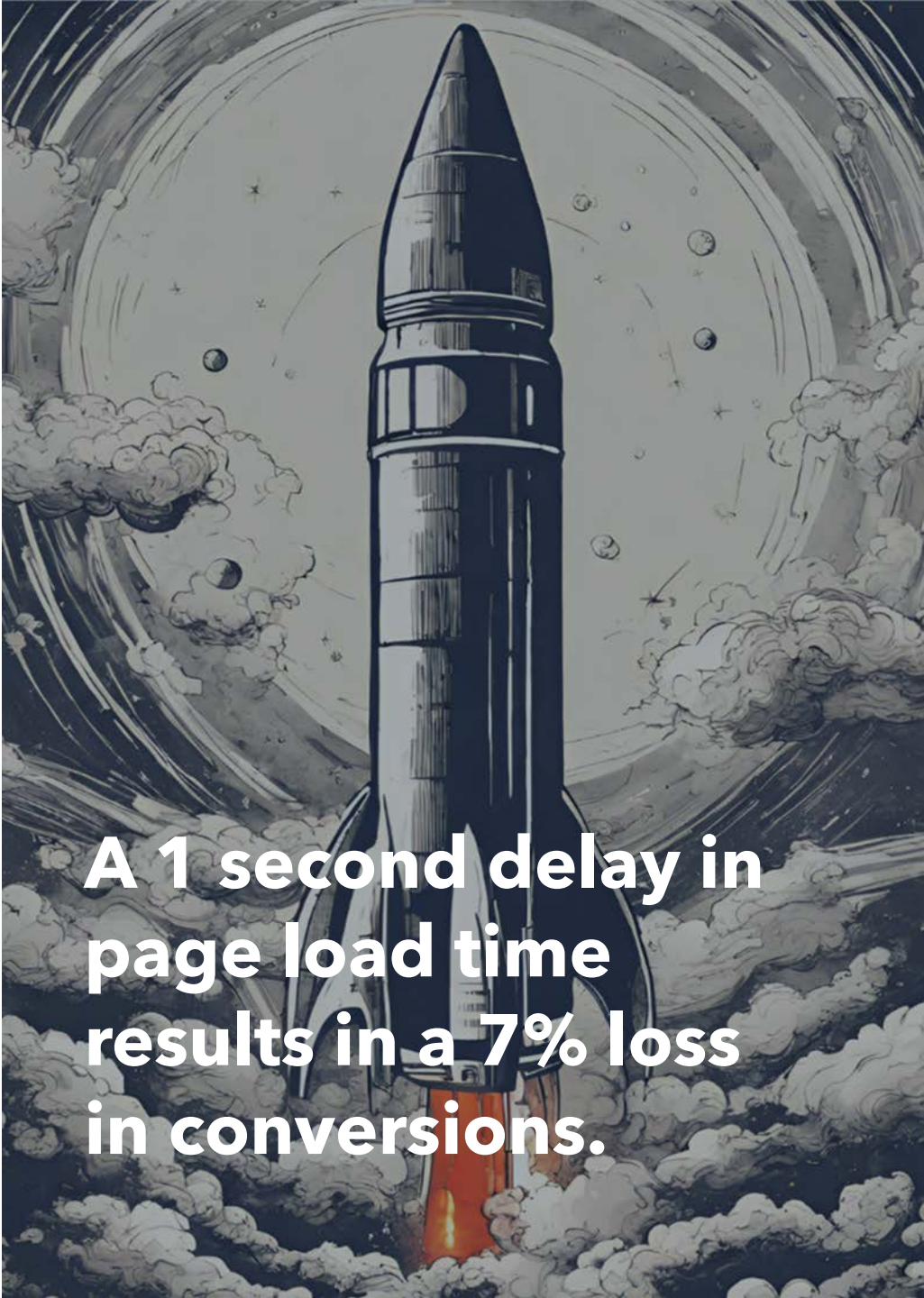


[Read this Case Study](#)

Page speed

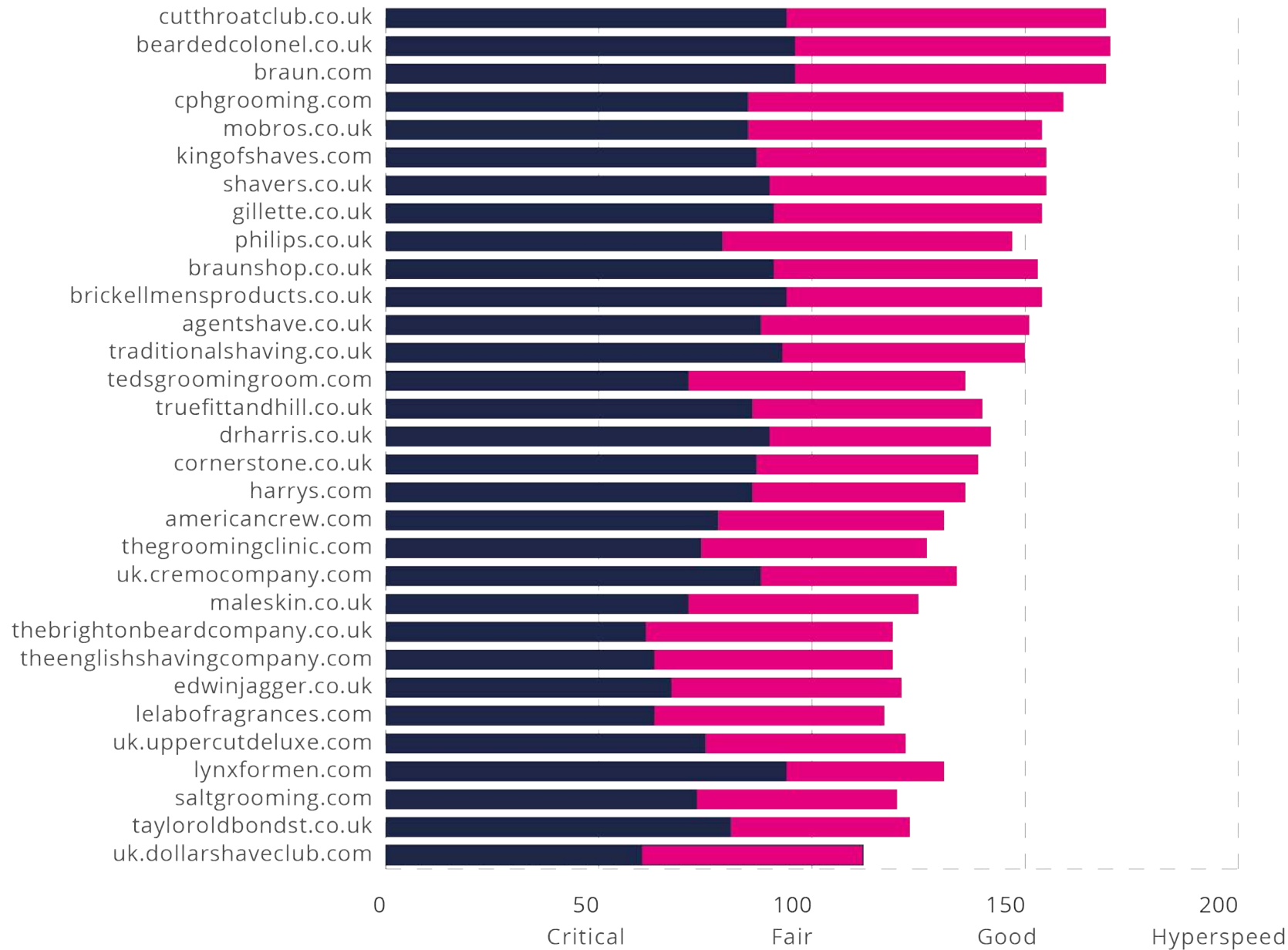
In 2010, Google announced that page speed would be included as one of the ranking factors for their search index. With a further update in 2020 to Core Web Vitals. Titled Core Web Vitals, this new ranking factor will centre around page speed. We're talking largest contentful paint (LCP) and first input delay (FID) - in simple terms, how fast your site loads and how fast it can be interacted with.

The first step is to check how you compare against the rest of your industry. Luckily, we've got just the thing. Our page speed leaderboard shows which brands are lightning fast and those lagging behind.



**A 1 second delay in
page load time
results in a 7% loss
in conversions.**

Page Speed Scores



Key:

- Desktop
- Mobile



ds Awards Awards Awards Awards Award

Why Don't We Include PPC Data In Our Reports?

PPC data from third party platforms over your own Google Ads' account is unreliable. Unlike organic metrics such as visibility, which are easily measured, it is difficult to collect any meaningful PPC performance data without the use of spy programmes.

Although there are a number of PPC spying tools available on the market, these should never be trusted. We're only interested in giving you the most meaningful, relevant, and up-to-date data which simply cannot be achieved for PPC.



The team at Saliency have completely overhauled our PPC campaigns, implementing a new strategy which keeps costs low and ROAS high. Onboarding was fast and easy with transparent pricing and very minimal setup required.

We've had great communication throughout and regular meetings to discuss progress.

Rosie Adams, Marketing Manager,
Hard to Find Whisky



Case Study



A dominating brand paid media strategy for **Wholesale Sweets**.

Wholesale Sweets is a self-descriptive business: sweets at wholesale prices.

When approached to be paid media partners, the brand was in a transitional period between brand names, moving from UK Sweets to Wholesale Sweets. Having a “generic” search term within a brand name presents both great challenges and benefits.

The brand’s vision was clear: create a dominating brand strategy for Wholesale Sweets: become synonymous with the term “Wholesale Sweets”.

At the beginning of the campaign it was clear that gaining visibility in this area would be tough. The term “wholesale sweets” isn’t considered a brand by Google; a total of 15 other competitors still actively bid for top position.

Using a targeted approach to dominate the new brand brought the following results:

- Search impression share (visibility) increased by 117%,
- Ads serve above organic results 173% more often
- Position 1 achieved 188% more often
- Conversions increased by 130%
- Conversion value doubled

AKA domination of “wholesale sweet” terms.

Similar Challenges?

Talk to an expert.





Going above and beyond our expectations of a digital marketing partner, Salience gave us the insight and understanding to take our business to the next level whilst keeping it enjoyable and fun.

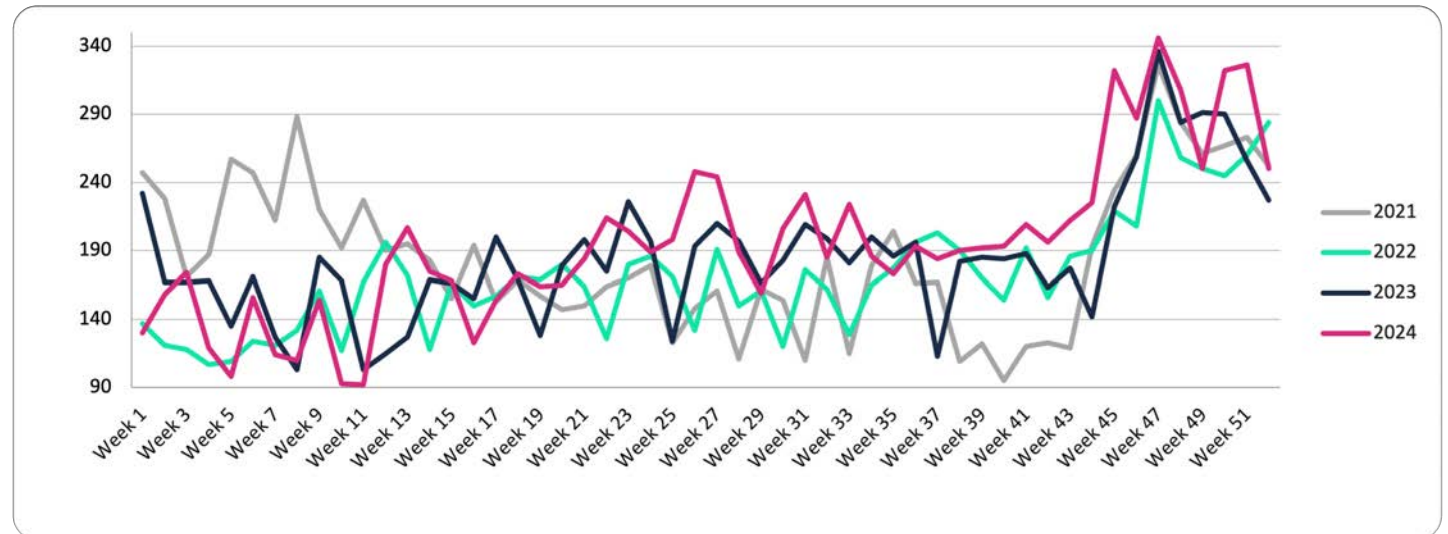
— Caren Downie, Fashion Director

LEMONADE DOLLS

[View Case Studies](#)

Search Volume Trends

In a nutshell, search volume trends show how interest has changed for the products, services, and content provided within your industry. A downward trend means less people are searching. An upward trend means interest is on the rise and new opportunities are up for grabs. Either way, it's important to stay on top of when search is high and low to help inform your strategy for search.



The rise of AI is dramatically changing our industry, users will be searching in entirely new ways in 2025 and beyond.



Keyword

We've been keeping a close eye on what keywords people are searching for in the market, allowing us to see what is trending.

In the following sections we'll give you the heads up on which keywords are on the rise and need your attention, alongside those which are becoming less and less important.

Using historical search data, we're able to find trend patterns and identify opportunities ahead of the curve.

Our search and content strategists continually monitor industry movements. From here, we're able to spot content and category gaps before they're deemed industry standard.



The cost of living crisis has brought huge changes to most of the consumer landscape. Monitoring changes in search volume for keyword groups is essential to spotting new trends and surging demand.

Trends

Emerging Trends

Emerging Products

Keyword	Search Volume	Interest Trend
foil shaver	6600	71%
head shaver for men	4400	50%
aftershave gift sets	4400	20%
mens shaver trimmer	4400	6%
shaver for men	4400	6%
gents electric shavers	3600	11%
groin hair trimmer	3600	8%
intimate hair trimmer	3600	8%
pubic hair trimmer	3600	8%
electric shaver men	2900	23%
electric razor men	2400	42%
body clippers for men	2400	9%
back shavers	1600	31%
cordless hair clippers for men	1300	18%
foil razor	1000	27%
men's body trimmer shaver	880	24%
men's back shaver	720	57%
pre electric shave lotion	720	34%
pre shave lotion for electric shaver	720	34%

Emerging Trends

Emerging Products

Keyword	Search Volume	Interest Trend
body shaver for men	720	38%
male body shaver	720	38%
ball trimmer for men	390	65%
battery shavers mens	320	93%
men's shaving brush	320	59%
mens cordless shavers	320	85%
mens intimate shaver	260	84%
men's bald head shaver	170	402%
men's ear hair trimmer	140	419%
mini portable electric shaver	140	375%
mens mini shaver	70	533%

Emerging Brands

Emerging Brands

Keyword	Search Volume	Interest Trend
philips	27100	1%
harrys	18100	15%
teds grooming room	12100	23%
horace	5400	41%
slick gorilla	5400	32%
truefitt and hill	5400	22%
taylor old bond st	4400	10%
murdock london	2400	14%
uppercut deluxe	1300	14%
trumpers	1000	13%
dr harris	1000	9%
bearded colonel	170	110%
cut throat club	50	96%
man cave inc	50	75%

Receding Trends

Receding Products

Keyword	Search Volume	Interest Trend
male after shave	74000	-3%
beard trimmers	33100	-18%
hair cutter	27100	-6%
hair buzzer	18100	-13%
hairclippers	18100	-13%
razor blade	12100	-18%
automatic shaver	12100	-5%
electric razor	12100	-5%
electric shavers	12100	-5%
gents hair clippers	12100	-5%
hair cut machine for men	12100	-5%
male hair clippers	12100	-5%
mens clippers	12100	-5%
safety razor	9900	-18%
head shaver	8100	-5%
ball trimmer	6600	-17%
hair clippers for men	6600	-6%
male grooming kit	6600	-5%
air trimmer	5400	-6%

Receding Trends

Receding Products

Keyword	Search Volume	Interest Trend
hair trimmer	5400	-6%
trimmer hair clipper	5400	-6%
post shave balm	3600	-14%
brush shaver	3600	-14%
facial shavers	2900	-12%
shave gel	1900	-21%
hair cutting machine	1900	-23%
hair shaver	1600	-20%
shaving butter	1300	-21%
double edge razor blades	1000	-29%
mini electric razor	390	-53%

Receding Brands

Receding Brands

Keyword	Search Volume	Interest Trend
manscaped	74000	-31%
cornerstone	27100	-7%
gillette	27100	-6%
skull shaver	18100	-18%
mankind	18100	-12%
braun	14800	-9%
shavers	9900	-6%
dollar shave club	6600	-34%
wilkinson sword	6600	-13%
bulldog skincare	5400	-18%
lumin skin	3600	-27%
barber blades	2900	-6%
clean shaven	2900	-6%
kent brushes	1900	-14%
maleskin	1300	-46%
edwin jagger	1300	-8%
the grooming clinic	720	-11%
mobros	590	-18%
agent shave	480	-24%

Receding Brands

Receding Brands

Keyword	Search Volume	Interest Trend
salt grooming	480	-8%
traditional shaving	480	-5%
the english shaving company	390	-24%
the modern man	320	-30%
lynx for men	320	-19%
pallmall barbers	320	-7%
braun shop	260	-17%
muehle shaving	170	-13%
the brighton beard company	140	-24%
le labo fragrance	140	-14%
cph grooming	70	-60%
brickell mens products	50	-17%
kings of shaves	50	-25%
cremo company	30	-13%

 **Philips** is dominating the
brand search game.

**This is far more than
technical SEO
fundamentals, achieving
this requires a full frontal
assault on search.**

Brett Janes
Managing Director

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[Book a Chat](#)



Got a

Come across any head-scratchers in this report so far?

Get in touch for a no-strings chat and we'll run you through any metrics and how they apply to your brand.



Email us



Call us



Live Chat

Question?

High Competition Keywords.

These keywords are the heavyweight belts, the golden tickets, the ones to tell your nan about. For top of market brands holding these positions, close monitoring and continued search marketing activity is needed to safeguard them.

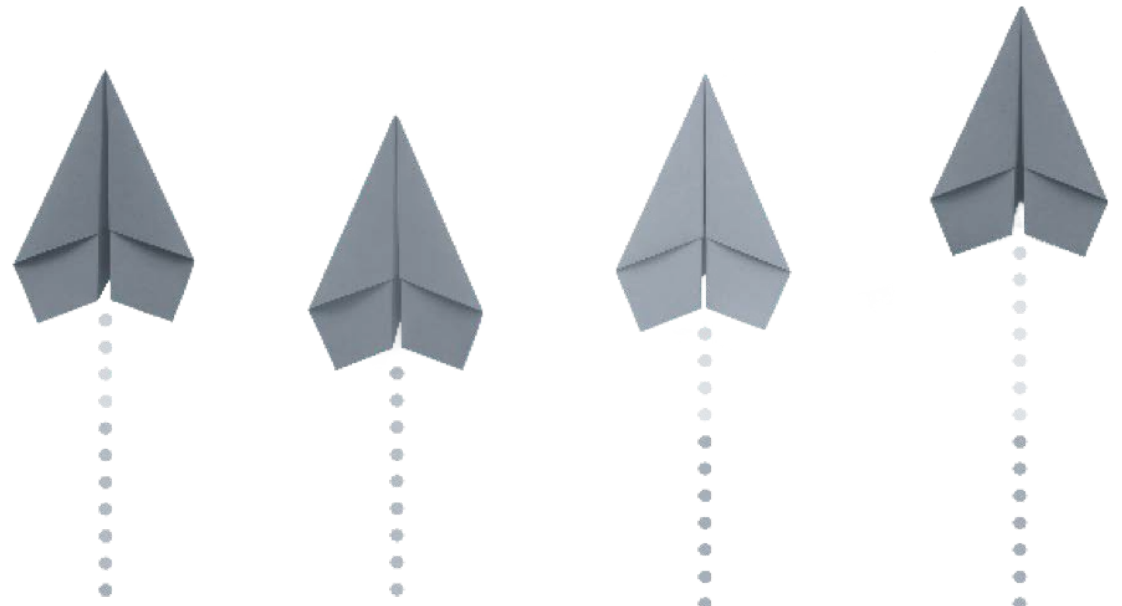
For challenger brands looking to weigh in, you best bring your A-game.



High competition keywords are typically sought after by big brands. We're talking those with brick and mortar stores & large brand reach.



Qualifying intent is more important than ever on these keywords. Providing the correct user journey upon first click is critical.



1	shaver for men	1,300	15	6	closest electric shaver	150	20
2	shaver electric	150	28	7	head hair trimmer	80	22
3	electric shaving machine	100	28	8	close shave electric razor	250	15
4	electric razor for pubic hair	200	19	9	straight blade razor	200	16
5	ball razor	90	24	10	dry shaver	200	16

High Competition Keywords.



Key:

-  Local monthly searches (UK)
-  Competitiveness Score

Opportunity

These terms have less competition yet high search volumes. As such, they are a perfect battle ground for all brands in the industry to increase their digital reach.

Marketing teams across the industry ignore these terms but audiences are interested. With strong volumes and low competition, they're ripe for the taking.

For challenger and low-visibility brands, these are the terms where you'll see most success.

Concentrate on these and you'll see traffic and revenue start to grow.

For market leaders, these are the terms that have probably skipped your radar. Dig into these and corner the market.

Brett Janes
Managing Director

01244 564 501
Brett@saliency.co.uk

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Keywords



- 1 hair clippers
13,000 4
- 2 head shaver
7,200 7
- 3 safety razor
7,200 8
- 4 electric razor
7,400 10
- 5 hair clippers for men
4,400 6

- 6 razor blade
4,000 5
- 7 single blade razor
3,800 6
- 8 hair trimmer
2,700 4
- 9 electric shaver men
3,300 12
- 10 electric razor men
2,900 10

Opportunity Keywords.



Key:

-  Local monthly searches (UK)
-  Competitiveness Score

Ooo Nice Clients...

Dreams

carpetright.

Lindt 

HARVEY MARIA®
— FABULOUS FLOORS —

sunny

 early
learning
centre

PÂTISSERIE
VALERIE


FLOORING KING


The Entertainer
TheToyShop.com

PAPIER

 BRITA®

 JUSTMYLOOK


TOTALLY wicked®

LiveScoreBet™


healthspan

PORCELANOSA

Trust

First introduced with the E-A-T Algorithm update in 2018, trust has since become a critical ranking factor. But there's no single score to judge trust. Instead, it's a holistic view of your website's expertise, authority and trustworthiness. It centres around both on and off-site signals. Think external review platforms, high-quality links, transparency over processes and policies, and plenty more.



Your Money Your Life (YMYL) / eCommerce brands are those most likely to see visibility drop as a cause of poor trust signals.



Search quality evaluator guidelines identify how manual reviewers evaluate your site's trust-worthiness. Use these to get ahead.

Trust centres
around both on
and off-site
signals.



Checklist For Building Customer Trust.

A website can be used to build trust. You can do this through “trust signals”.

Trust signals are content embedded within your website that builds up credibility.

Having these things strategically placed around the site builds trust from users & search engines alike.

A lot of things can be considered a trust signal Like:

1

User reviews
(TrustPilot, Feefo)

2

Testimonials

3

Guarantees
(free returns, warranties)

4

Credential badges
(Industry recognised certifications, think Informed Sport for a supplements brand)

Here is a quick checklist of where you could place **trust signals**:



Trust bar across the site
(a small bar that holds all your guarantee's, warranties etc.)



Customer testimonials in product pages, convince the user at point of purchase.



Review profile embedded in the home page & key PLPs
uk.huel.com are a great example.



Individual product reviews.
Bonus points if you can link this with a review profile.



Embed credential badges on shopping cart pages and any other high intent pages.



Online Reviews

A key element of trust, reviews are essential to your search marketing arsenal. Having more good reviews than your competitors is important for off-site trust signals (part of the EAT update), local pack prominence, and CTR where star-ratings feature in the SERPs.

01

Incorporate external review platforms into your buying process to ensure maximum take-up.

02

Bad reviews need to be answered and fast. Users are more likely to ignore bad reviews if they see fast replies.

03

eCommerce sites are judged by both users and search engines on their review platforms.

98%

People read online reviews for local businesses. *

36%

Of businesses that claim free listings on multiple review sites make 36% more revenue. *

90%

Of read online reviews for before visiting a business. *

36%

Of consumers are 'highly' or 'likely' to use a business that responds to all of its online reviews. *

// Salience.

High Competition Review score:





harrys.com
21,710 4.5



mancaveinc.com
11,241 4.7



gillette.co.uk
9,632 4.4



braunshop.co.uk
5,973 4.6



mankind.co.uk
4,804 4.7



cphgrooming.com
2,372 4.5



agentshave.co.uk
719 4.9



cleanshaven.co.uk
731 4.8



scottishfinesoaps.com
601 4.7



uk.uppercutdeluxe.com
657 4.5

High Reviewed Sites.



Key:



Number of reviews



Review Score

Brand Reach Findings

Top 5 Brand Searches



Monthly Searches (UK)

Monthly brand searches shows an indication of brand recall within search behaviour. The top five are the most recalled names within search.

01	MANSCAPED	74,000
02	PHILIPS	27,100
03	<i>Gillette</i>	27,100
04	Cornerstone	27,100
05	HARRY'S	18,100

Top 5 Social Scores



Owned social score

Social score considers followers and engaged conversations on all major social platforms. The top five have a strong following, creating engagement through content and product campaigns.

01	PHILIPS	20,032
02	DOLLAR SHAVE CLUB®	7,319
03	BRAUN	4,131
04	LYNX	2,128
05	LE LABO® GRASSE - NEW YORK	1,758

Brand

Brand Awareness describes how familiar consumers are with your brand or products.

Digital brand awareness describes how familiar consumers are with your brand or products online, whether they are searching for your brand or interacting with it on social media.

To calculate this figure, we blend branded search metrics with the performance and reach of social channels for brands across the sector.

This helps identify which brands are most prominent across a range of channels and those who are fading into the background.

Brand searches are a traditional measure. Owned social score is really important too. This identifies audiences you have access to. These can both be improved by strategic, relevant digital pr.

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Awareness

Brand Awareness

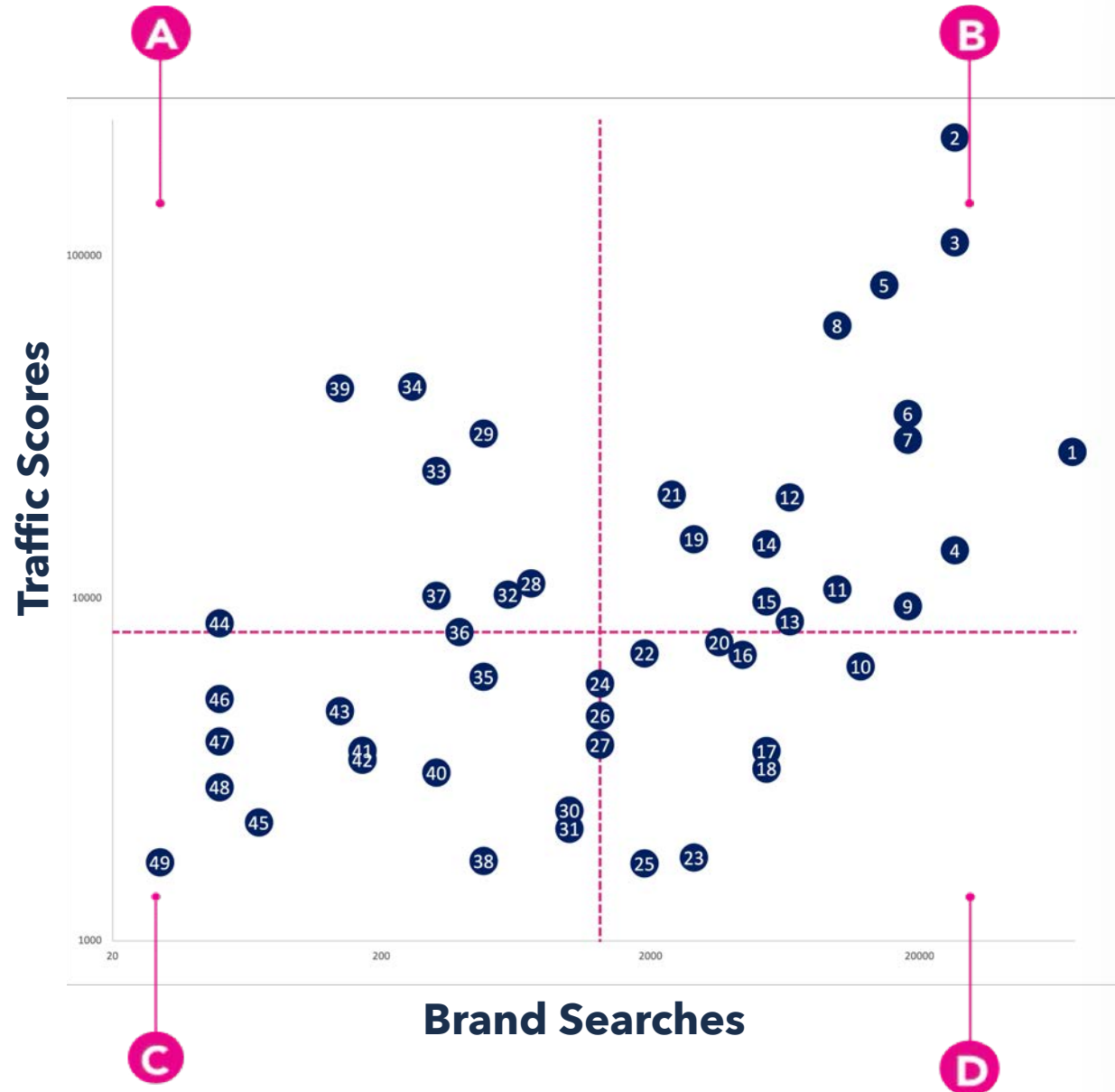
Market Leaders

Site	Brand Searches (Per month)	Owned Social Score	Rank
philips.co.uk	27100	20032	1
uk.manscaped.com	74000	1118	2
braun.com	14800	4131	3
uk.dollarshaveclub.com	6600	7319	4
gillette.co.uk	27100	749	5
harrys.com	18100	819	6
skullshaver.co.uk	18100	512	7
cornerstone.co.uk	27100	108	8
slickgorilla.co.uk	5400	539	9
luminskin.com	3600	777	10
wilkinsonsword.com	6600	274	11
braunshop.co.uk	260	4131	12
horace.com	5400	166	13
lynxformen.com	320	2128	14

Brand Awareness

Market Leaders

Site	Brand Searches (Per month)	Owned Social Score	Rank
mankind.co.uk	18100	36	15
americancrew.com	1900	341	16
uk.bulldogskincare.com	5400	63	17
uk.uppercutdeluxe.com	1300	256	18
tedsgroomingroom.com	12100	24	19
truefittandhill.co.uk	5400	54	20
wahl.co.uk	9900	29	21
lelabofragrances.com	140	1758	22
barberblades.co.uk	2900	74	23
tayloroldbondst.co.uk	4400	38	24
murdocklondon.com	2400	57	25
cleanshaven.co.uk	2900	27	26
kentbrushes.com	1900	39	27
edwinjagger.co.uk	1300	46	28
shavers.co.uk	9900	6	29



A

High traffic scores with low brand searches is a reflection of stronger performance in ranking for generic search terms, but weaker performance in prospects that come looking for you. Digital PR efforts can assist in growing these brands.

B

High traffic scores with high brand searches. This is where everybody wants to be. These campaigns rank well for generic search terms, and swathes of people are coming looking for these guys. The pinnacle.

C

Low traffic scores and low brand search campaigns are green with a lot of scope for growth. Onsite and offsite SEO can be utilised to start to make gains on both fronts.

D

Low traffic scores and high brand searches are reflective of campaigns that do a great job on a brand front in attracting prospects, but perhaps lack the ability to share an even footing with competitors on generic search rankings.

Brand Searches Vs Traffic Scores

Branded search is, by definition, any search query that includes the name of a brand or a branded product (think 'Hoover').

Branded search is important because these consumers know exactly what they are looking for, and are more likely to convert when they find it.

Key:

uk.manscaped.com	1	uk.dollarshaveclub.com	13
philips.co.uk	2	uk.bulldogskincare.com	14
gillette.co.uk	3	slickgorilla.co.uk	15
cornerstone.co.uk	4	tayloroldbondst.co.uk	16
braun.com	5	truefittandhill.co.uk	17
harrys.com	6	horace.com	18
mankind.co.uk	7	barberblades.co.uk	19
wahl.co.uk	8	luminskin.com	20
skullshaver.co.uk	9	murdocklondon.com	21
tedsgroomingroom.com	10	kentbrushes.com	22
shavers.co.uk	11	cleanshaven.co.uk	23
wilkinsonsword.com	12	maleskin.co.uk	24

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Branded search is important because these consumers know exactly what they are looking for, and are more likely to convert when they find it.

Key:

americancrew.com	25	agentshave.co.uk	38
uk.uppercutdeluxe.com	26	lelabofragrances.com	39
edwinjagger.co.uk	27	themodernman.co.uk	40
thegroomingclinic.com	28	beardedcolonel.co.uk	41
saltgrooming.com	29	muehle-shaving.co.uk	42
trumpers.com	30	thebrightonbeardcompany.co.uk	43
drharris.co.uk	31	cutthroatclub.co.uk	44
mobros.co.uk	32	cphgrooming.com	45
lynxformen.com	33	mancaveinc.com	46
braunshop.co.uk	34	brickellmensproducts.co.uk	47
traditionalshaving.co.uk	35	kingofshaves.com	48
theenglishshavingcompany.com	36	uk.cremocompany.com	49
pallmallbarbers.com	37	scottishfinesoaps.com	50



Sleep & Snooze is a challenger brand in the Beds & Mattresses space.

They partnered with Salience to increase brand awareness and drive press coverage, with the core aim
Of placing their brand directly in front of consumers.

Taking a search-first approach to digital pr we made sure that our strategy focussed on obtaining high-quality, relevant links.

How we did this?

In order to grow brand awareness and build relevant links, we first had to narrow down the core topics which their subject matter expert could speak on with authority.

For Sleep & Snooze these topics were: sleep hygiene & bedroom interior design.

This meant we were able to outreach expert advice to journalists in the lifestyle and interiors press on:

- **Bedroom Feng Shui**
- **The Coastal Grandma Interior Trend for Bedrooms**
- **Bedscaping**
- **Mattress and Bedding Hygiene**

THE RESULTS

61 Pieces of coverage

10 Relevant High DA Links

Let Them Eat Cake: Meeting Customer Intent with Luxury Cakemaker

Pâtisserie Valerie

Pâtisserie Valerie, partnered with Salience to aggressively grow their digital footprint following a landmark partnership with Sainsbury's. Like many digital campaigns, the goal is to acquire new traffic. However, we set a precedent from the start - no vanity metrics allowed. Traffic must have the intent to buy.

Following our discovery process, we identified a huge opportunity to implement 4 new site categories targeting high intent customers.



Patisserie Valerie

These categories were:

- **Occasions (birthdays, anniversaries etc)**
- **Flavour (red velvet, chocolate etc.)**
- **Recipient (for him, her, kids)**
- **Type (Carrot, Gateau etc.)**



Throughout the implementation & launch, we held customer intent and user experience at the heart of our strategy.

Each new category needed a reason for its existence.

Copy was implemented on each page to highlight the brand's history, unique selling points and delicious cakes. Written to be sincerely useful, while giving search engines a chance to recognise the page's purpose.

Sticking to our principles, we quickly saw results

- **67% increase in sessions**
- **52% increase in ranking keywords**
- **The new rankings were across our new high intent categories.**

We see P1 rankings on keywords like "baby shower cake" & "anniversary cakes delivery" to have huge commercial and brand value.



Got a

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Question?



// **Salience.**