



【Active Lifestyle Brand】 ACCOUNT MANAGER – E-commerce Japan

Presence in 70 countries!

## Job Information

### Hiring Company

Implus

### Job ID

1462806

### Industry

Retail

### Job Type

Permanent Full-time

### Location

Japan

### Salary

3.5 million yen ~ 8 million yen

### Refreshed

December 25th, 2024 04:00

## General Requirements

### Minimum Experience Level

Over 3 years

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Fluent

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

**Implus EU** is an industry-leading global consumer packaged goods company with 20+ brands in fitness, outdoor, sporting goods and footwear product categories. **Implus** is headquartered in Research Triangle Park in Durham, NC with locations in the United States, Australia, Canada, Europe, Hong Kong, and South Africa. Our brand family includes Sof Sole, Yaktrax, apara, airplus, Sneaker Balls, Sof Comfort, Little Hotties, Harbinger, TriggerPoint, Perfect Fitness, Balega, Penguin, DryGuy, Spenco, Force Field, FuelBelt, Stabil, SKLZ, and Rock Tape. From insoles, socks, and shoe care to fitness equipment and seasonal accessories, Implus' products are sold in over 75,000 retail locations across North America and in over 70 countries worldwide.

### POSITION SUMMARY:

#### What will you do?

The eCommerce Account Manager is responsible for driving growth and development for the channel by strategically building relationships with eCommerce platforms and other online marketplaces. This role will be focused on driving accelerated and profitable growth across Implus brands. This role will work closely with the Director of eCommerce,

Category/Brand Managers, Amazon Vendor Managers, Omnichannel & Digital Teams to ensure strong growth on Amazon. Further, they will work closely with an external agency and internal resources to support planning, advertising, and operations. This role will be highly collaborative across many Implus business teams including Marketing, Sales, Brand, Operations and Commercial. **This position is fully remote and you will be the sole member of the Japan operations team.**

#### Primary Responsibilities:

- Continuously monitoring Portfolio, Category, Brand, Sub-Brand and ASIN level performance for pacing to Monthly goals. Work with the internal Amazon team members & Agency to optimize performance to expectations.
- Evaluate 3P sellers on primary SKUs to determine distribution leakage and remediation strategies.
- Leverage data, information systems, and metrics around financial, brand, and shopper trends to maximize market share, sales, and profits.
- Develop strong relationships with internal marketing teams to develop winning tactics to enhance brand presence.
- Work with other Managers to drive learned efficiencies across the portfolio and create a synergistic strategy for Amazon.
- Work with the external media agency to develop, manage, and execute promotional and advertising programs. Build out key campaign strategies determining most efficient means of spending funds to meet internal KPI's as well as meeting customer expectations.
- Own the Operations of assigned Brands including catalog management, tickets, Andon Cords and other operational tasks to ensure business continuity.
- Work with the eCommerce coordinator to ensure the consumer experience on Amazon is best-in-class, from content in PDPs, Brand Stores, Posts, Live, Custom Landing Pages, etc.
- Understand inventory management and execute forecasting process to maintain optimal coverage levels aligned upon between Amazon and Implus.
  - Work directly with the Implus Customer Supply Chain & Order Management Manager to improve forecasting accuracy, monitor POs and current weeks of cover, evaluate Direct Import options per Brand, improve service level metrics and reduced overall chargebacks. Develop timely and accurate volume and financial forecasts.
- Be the in-house expert and repository of knowledge of all Amazon platform changes, policies, and best practices.
- Works with Implus customer service to validate inbound weekly POs, evaluate timing and impact to Sell-In objectives, understand risk on supply constraints, report on cuts and reports weekly on all Sell-In metrics

Support eCommerce Director on deliverables (recaps, reports, sales tools, store analysis, presentations, etc.)

#### Required Skills

##### Key Skills:

- Fluent in English and Japanese (written & spoken)
- Strong data analysis abilities (e.g. familiarity with Excel v-lookups, pivot tables, and basic functions)
- Understanding of P&L Management
- Ability to multi-task between projects, tasks and brands
- Minimum 3 years' experience with Amazon managing brands in a 1P environment
- Amazon Category Management experience
- Experience with Sales Planning, Budgeting and Customer P&L Management
- Knowledge and use of eCommerce platforms (Vendor Central, Amazon Advertising)

Implus is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion/belief, sex, national origin, sexual orientation, age, protected veteran status, or disability status.

#### Company Description