



E-commerce sales specialist- American networking company

Job Information

Temp Agency

Randstad K.K., Professionals

Job ID

1482647

Industry

Automobile and Parts

Company Type

International Company

Job Type

Contract

Location

Tokyo - 23 Wards

Salary

6.5 million yen ~ 8 million yen

Refreshed

July 3rd, 2024 00:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

Key Responsibilities

Sales Strategy Development:

- Develop and execute a comprehensive e-commerce sales strategy tailored to the Japanese market.
- Identify new sales opportunities and optimize existing channels to increase market share.

Platform Management:

- Manage our presence on major Japanese e-commerce platforms
- Ensure product listings are optimized with accurate descriptions, high-quality images, and relevant keywords.

Campaign Management:

- Plan and implement promotional campaigns, sales events, and product launches on e-commerce platforms.

- Monitor campaign performance and make data-driven adjustments to maximize ROI.

Customer Engagement:

- Provide exceptional customer service by responding to inquiries, resolving complaints, and offering product information.
- Manage customer feedback and reviews, ensuring prompt and appropriate responses.

Inventory Management:

- Monitor inventory levels and coordinate with the supply chain team to ensure stock availability.
- Conduct regular inventory audits and manage stock replenishments to prevent shortages or overstocking.

Performance Analysis:

- Analyze sales data to identify trends, opportunities, and areas for improvement.
- Prepare and present regular reports on sales performance, customer feedback, and market insights.

Required Skills

- Experience in e-commerce sales support or a similar role.
- Familiarity with major e-commerce platforms in Japan.
- Strong organizational and multitasking abilities.
- Excellent communication and customer service skills.
- Proficiency in Microsoft Office Suite (Excel, Word, PowerPoint).
- Knowledge of e-commerce tools and platforms.
- Basic understanding of data analysis and reporting.
- Ability to work independently and as part of a team
- Proficiency in both Japanese and English

Company Description