

E-marketplace Ecommerce Manager

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Job Information

Recruiter

Michael Page

Job ID

1485690

Industry

Other

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 8 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

July 8th, 2024 10:10

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As the E-commerce Sales Manager, you will spearhead the development and implementation of online business strategies in Japan, particularly focusing on marketplace and direct-to-consumer initiatives.

Client Details

Our client is a global leader in technology and consumer electronics, known for fostering a culture of innovation, empowerment, and global reach. They offer a flexible yet impactful work environment where individuals can drive meaningful change.

Description

- **Strategy Development:**

- Develop and execute a Japan-specific strategy for online business growth.
- Validate channels and devise channel strategies, ensuring timely execution and ownership.

- **Sales and Marketing Execution:**

- Implement sales strategies across online channels, aiming for short, medium, and long-term wins.
- Drive sell-out on online platforms and deliver clear revenue forecasts and reports.

- **Collaboration and Alignment:**

- Align with global and regional headquarters on strategies and initiatives.
- Work closely with local teams to develop annual marketing plans and monitor performance.

- **Performance Monitoring and Optimization:**

- Provide weekly management reporting on performance against targets and market trends.
- Optimize shopper conversion through insights and analytics, maintaining best practices in digital marketing.

Job Offer

- Opportunity to impact a global brand's online presence and market reach.
- Competitive compensation package with comprehensive benefits.
- Dynamic work environment that encourages innovation and professional growth.
- Supportive culture where individual initiative is valued and rewarded.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Minh Tran on +813 6832 8947.

Required Skills

- **Key Qualifications:**

- Minimum 5 years of experience in sales planning and consumer product sales, ideally in hardware devices and e-commerce.
- Strong analytical skills with a data-driven approach to digital marketing and sales optimization.
- Proactive, collaborative, and capable of interpreting and reporting business trends effectively.

- **Skills and Behaviors:**

- Proficiency in digital reseller marketing and understanding of channel economics.
 - Hands-on attitude with a focus on problem-solving and achieving business objectives.
 - Experience in the IT industry and familiarity with web UI/UX and digital advertising operations.
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