



## ECommerce role for Top Premium Brand, Up to 8M

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#### Job Information

##### Recruiter

Michael Page

##### Job ID

1485871

##### Industry

Other

##### Job Type

Permanent Full-time

##### Location

Tokyo - 23 Wards

##### Salary

7 million yen ~ 8 million yen

##### Refreshed

July 9th, 2024 19:31

#### General Requirements

##### 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

Manage the outlet e-commerce operations, driving financial performance and maintaining the brand's luxury positioning. Collaborate with cross-functional teams to provide a seamless omnichannel experience for customers.

#### Client Details

Join a globally recognized luxury brand celebrated for its modern design, quality craftsmanship, and innovative approach to fashion. This brand, known for its iconic New York style, is part of a prestigious family of brands committed to inclusivity and continuous innovation, offering a vibrant and supportive work environment.

#### Description

- Oversee daily operations of the outlet e-commerce site, ensuring smooth functionality in collaboration with internal and external partners.
- Analyze business data to set and track financial targets, including revenue, profit margin, and customer metrics.
- Implement new technologies to enhance operational efficiency, customer engagement, and conversion rates.
- Develop strategies to maximize revenue and manage costs through promotions, pricing, and product assortment.
- Analyze market and site trends to curate relevant product assortments and monitor inventory levels to optimize sales.
- Plan site and email content calendars, aligning with merchandising strategies and local commercial events.

- Collaborate with Retail, Distribution, and Customer Service teams to ensure a seamless omnichannel customer experience.
- Supervise a contractor responsible for product uploads, site content updates, and email deliveries.

### Job Offer

- Leadership role in a prestigious luxury brand's e-commerce operations.
- Collaborative and innovative work environment with global exposure.
- Opportunity to drive strategic initiatives and achieve significant financial targets.
- Competitive salary and benefits package.
- Professional growth and development opportunities.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Thibaut Silvestre on +813 6832 8927.

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### Required Skills

- Bachelor's degree required.
  - 3-5 years of experience in consumer/retail sectors, preferably in e-commerce.
  - Strong understanding of e-commerce operations, including inventory management, order fulfillment, and customer service.
  - Experience with e-commerce platforms and technologies, with a focus on digital solution optimization.
  - Proficient in analytics for data-driven merchandising and marketing decisions.
  - Excellent project management skills, with the ability to handle multiple projects and prioritize effectively.
  - Fluent in Japanese with strong written communication skills in English; business-level spoken English preferred.
  - Experience working closely with a Global HQ and implementing local strategies.
  - Proactive, results-driven mindset with the ability to manage multiple projects independently.
  - Ability to thrive in a fast-paced, dynamic environment and adapt to changing priorities.
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### Company Description

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