



MichaelPage

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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.

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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