



MichaelPage

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Digital and ECommerce role in Fashion - Up to 5.5M

Digital and ECommerce, Fashion

Job Information

Recruiter

[Michael Page](#)

Job ID

1486294

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

4.5 million yen ~ 5.5 million yen

Refreshed

July 17th, 2024 10:24

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

Work closely with the Digital Sales Manager in Tokyo to enhance sales strategies, manage product life cycles, and lead digital marketing efforts, with the potential to advance into a regional leadership role in the APAC market.

Client Details

Join a leading company in Tokyo, operating in the digital sector, offering a collaborative and innovative environment where your skills will be valued. Be part of a forward-thinking team that encourages career progression and provides exposure to diverse E-commerce platforms and cutting-edge technologies.

Description

- Develop and execute sales plans for assigned accounts, ensuring targets are met.
- Manage seasonal inventory for optimal profitability and plan and track KPIs.
- Enhance the online shopping experience and brand awareness through effective communication.
- Oversee product life cycles, troubleshoot product-related issues, and propose inventory replacements.
- Support B2C customer service and implement new functions for improved customer satisfaction.
- Collaborate with external clients, schedule and implement sales actions and promotions.
- Contribute to planning, reviewing, and executing digital marketing activities for B2C and E-tailers.

- Stay updated on products, key trends, and suggest strategies for online marketing campaigns.
- Implement online promotions and markdowns with a focus on high return on advertising spend (ROAS).
- Maintain control over operational expenses.

Job Offer

- Career growth opportunities with the potential to evolve into a leadership role.
- Engaging and collaborative work environment in Tokyo.
- Exposure to diverse E-commerce platforms and cutting-edge technologies.
- Competitive salary with performance-based incentives.
- Comprehensive training and development programs.
- Health and wellness benefits.
- Supportive digital team with regular communication and collaboration.
- Contribution to shaping the online presence of a leading company in the digital sector.

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

- Minimum 2 years of digital field experience.
 - Advanced proficiency in MS Excel, PowerPoint, and Word.
 - Fluent in Japanese, with business-level English.
 - Proactive, independent worker with strong organizational skills and attention to detail.
 - Ability to manage multiple tasks effectively.
 - Interest in advancing into a leadership role.
 - Experience with Japan E-commerce platforms (e.g., Zozo, Rakuten, Amazon) and Salesforce Commerce Cloud.
 - Digital marketing experience, including paid social ads and SEM.
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Company Description

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