



Michael Page

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Senior ECommerce role, Up to 11M

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Job Information

Recruiter

Michael Page

Job ID

1491615

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 11 million yen

Refreshed

August 27th, 2024 16:29

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

Lead the e-commerce operations and strategy for a prominent international brand's Japan division, driving growth across owned and third-party digital channels.

You'll drive the e-commerce strategy for a leading global brand, directly influencing the company's digital growth in Japan.

Client Details

Our client is a prestigious global brand renowned for its high-quality products and innovative designs. With a strong presence in Japan, they are committed to enhancing their digital footprint and delivering an exceptional online shopping experience. The company values creativity, customer focus, and a proactive approach, offering a collaborative environment where employees can thrive and contribute to meaningful projects.

Description

- Develop and execute the overall e-commerce strategy for the Japan market.
- Manage the budget and KPI targets across all e-commerce channels, including owned and third-party platforms.
- Optimize the user experience on the company's website, ensuring alignment with brand standards and sales

objectives.

- Oversee daily operations, including site management, digital marketing, and customer service coordination.
- Lead a team of two, providing training and support to ensure the successful execution of e-commerce initiatives.
- Collaborate with global and local teams on inventory management, seasonal buying plans, and marketing strategies.
- Analyze performance metrics and create reports for senior management to drive continuous improvement.

Job Offer

- Competitive salary and benefits package.
- Opportunity to work with a global brand and influence its digital strategy in Japan.
- Leadership role with the potential for professional growth and development.
- Collaborative work environment with cross-functional and international exposure.

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

- 8+ years of experience in e-commerce business management.
- Proven track record in a strategic leadership role, with team management experience.
- Strong knowledge of CMS systems (preferably SFCC) and third-party platform management (e.g., Rakuten, Zozo, Marui).
- Experience in digital marketing, particularly SEM and SEO, and working with external agencies.
- Skilled in e-commerce buying and merchandising, with a keen eye for detail.
- Excellent analytical and reporting skills, with proficiency in tools like Google Analytics and BI.
- Highly organized, adaptable, and able to manage multiple tasks in a fast-paced environment.
- Fluent in English and Japanese, with excellent communication skills.

Company Description

Michael Page Japan is a leading recruitment consultancy, specializing in connecting top talent with prestigious companies. Our deep understanding of the Japanese market and global reach allows us to offer tailored recruitment solutions across various industries. We pride ourselves on our commitment to quality and our ability to match candidates with roles that align with their career aspirations.