

Michael Page

www.michaelpage.co.jp

E-Commerce Manager (8-9M)

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Job Information

Recruiter
[Michael Page](#)
Job ID

1521854

Industry

Other

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 9 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

February 13th, 2025 14:40

General Requirements

Minimum Experience Level

Over 1 year

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

The eCommerce Manager will lead and manage the company's online business in Japan, including overseeing eCommerce platforms, performance metrics, and online marketing strategies. The role involves working closely with internal teams and external partners to drive sales and optimize the digital presence.

Client Details

Our client is a global leader in high-quality skincare and hair removal solutions, with a reputation for innovation and excellence. The company operates in the consumer-facing beauty and personal care sector, emphasizing a deep understanding of local consumer needs while driving profitable growth across eCommerce platforms.

Description

- Develop and implement eCommerce strategies for the Japan market, focusing on Rakuten, Amazon, and D2C platforms.
- Manage product and promotional campaigns, optimizing product detail pages and user journeys to drive KPIs.
- Collaborate with cross-functional teams to ensure alignment across product launches, promotional activities, and advertising.
- Allocate and manage the eCommerce budget to maximize revenue and ROI.
- Analyze digital shelf performance, customer reviews, and competitive landscape to identify growth opportunities.
- Develop and optimize pricing, markdowns, and promotions to maximize revenue and margin.
- Lead eCommerce store operations, including forecasting, inventory management, and fulfillment.
- Work with marketing teams to drive traffic and optimize conversions through performance marketing strategies.

Job Offer

- A key leadership role within a globally recognized skincare brand.
- Competitive compensation and benefits package.
- A dynamic and fast-paced work environment with the opportunity to drive significant business growth.
- Collaboration with an international team and leading eCommerce platforms.
- Opportunities for professional development and leadership growth.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Lien Nguyen at +81 3 6832 8657.

Required Skills

- Experience in eCommerce management, preferably within Japan, with expertise in platforms like Rakuten and Amazon.
 - Proven ability to drive revenue and profitability, with a strong understanding of digital marketing channels such as paid search, display, and email marketing.
 - Strong analytical and communication skills, with experience managing cross-functional teams.
 - Hands-on experience with digital performance marketing, including the optimization of online ads and metrics analysis.
 - Fluency in both Japanese and English (written and spoken).
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Company Description

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