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Amazon Ecommerce Key Account Lead (7-9M)

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Job Information

Recruiter
[Michael Page](#)
Job ID

1524734

Industry

Other

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 9 million yen

Salary Commission

Commission paid on top of indicated salary.

Refreshed

March 4th, 2025 15:58

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

This role is responsible for managing and expanding e-commerce sales, driving revenue growth and profitability through strategic marketplace initiatives. The focus is on optimizing product listings, driving digital marketing campaigns, and leveraging data to make informed decisions for continued success.

Client Details

Our client is a global leader in the consumer goods industry, specializing in pet care products with a mission to improve the lives of pets and their owners. With a strong commitment to sustainability, innovation, and customer satisfaction, the company offers a supportive work environment where employees can make an impact on a global scale.

Description

- Lead the achievement of sales and profit targets for the marketplace team.
- Develop and execute strategies aligned with corporate goals and specific marketplace initiatives.
- Optimize product listings and content to improve SEO and visibility.
- Manage advertising and promotional budgets to maximize ROI.
- Collaborate cross-functionally with teams in marketing, content, retail media, and data analysis.
- Conduct regular data analysis to identify trends, challenges, and opportunities.
- Build strong relationships with stakeholders to ensure alignment and mutual success.
- Monitor inventory and supply chain to prevent stockouts and optimize logistics.
- Lead continuous improvements to the digital customer experience.
- Stay up to date on competitor analysis and market trends.

Job Offer

- Competitive salary and benefits package.
- Opportunities for career advancement and personal growth within a global organization.
- Innovative, and inclusive work environment.
- Hands-on experience in a rapidly growing digital marketplace.
- Contribution to a global mission that improves the lives of pets and their owners.

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

- Bachelor's degree in marketing, business, economics, or related field.
 - Over 3 years of experience in sales within the FMCG industry, preferably with knowledge of e-commerce platforms like Amazon or marketplaces such as Rakuten.
 - Strong communication skills, both written and verbal.
 - Proficient in digital marketing, including campaign design and optimization.
 - Experience in managing and analyzing large sets of data for decision-making.
 - Ability to lead cross-functional teams and manage multiple projects simultaneously.
 - Proactive problem-solver with a collaborative mindset.
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Company Description

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