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## ECommerce Manager (7-8M)

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#### Job Information

**Recruiter**
[Michael Page](#)
**Job ID**

1529111

**Industry**

Other

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

7 million yen ~ 8 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Refreshed**

March 26th, 2025 11:30

#### General Requirements

**Minimum Experience Level**

Over 3 years

**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 drive the growth of the brand's eCommerce platforms, leading the strategy for sales, site optimization, and promotions. This role focuses on enhancing the online consumer experience and managing P&L for direct-to-consumer channels.

#### Client Details

This company is a prominent player in the skincare industry, offering a unique approach based on bio-ecology and scientific innovation. They are known for their brands which prioritize sustainable, biology-driven solutions for skincare. With a rapidly expanding presence, the company values continuous growth, creativity, and the well-being of both people and the planet.

#### Description

- Develop and align overall D2C strategy for brand growth.
- Own and optimize D2C P&L, driving both top and bottom-line results.
- Execute promotional plans and optimize product offerings.
- Lead traffic acquisition and collaborate with media agencies.
- Manage UI/UX improvements to maximize conversion rates (CVR) and average basket value (ABV).
- Oversee digital shelf excellence and content management.
- Ensure accurate forecasting and logistics management.
- Handle sales reporting, analytics, and opportunity analysis.
- Liaise with agencies to improve shopping cart and D2C tech.

#### **Job Offer**

- Opportunity to lead eCommerce strategy for high-growth skincare brands.
- Competitive salary with potential for professional growth.
- Collaborative, innovative work environment that values creativity and sustainability.
- Responsibility for impactful decisions and direct involvement in company 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.

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#### **Required Skills**

- Experience, including 4 years managing D2C for brands or manufacturers.
  - Strong background in P&L management and commercial e-commerce platforms.
  - Experience in UI/UX management and A/B testing.
  - Proficient in performance advertising and data-driven decision-making.
  - Strong understanding of customer needs and CRM experience is a plus.
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#### **Company Description**

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