

Michael Page

www.michaelpage.co.jp

Ecommerce Manager (10-12M)

Ecommerce Manager (10-12M)

Job Information

Recruiter
[Michael Page](#)
Job ID

1530344

Industry

Other

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 10 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

April 2nd, 2025 15:54

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

Take charge of the e-commerce strategy and performance for a leading skincare brand in Japan. Manage key platforms, optimize digital campaigns, and drive business growth through data-driven insights and cross-functional collaboration.

Client Details

Our client is a global leader in the beauty and skincare industry, renowned for high-quality, innovative products. They are focused on delivering exceptional consumer experiences and are looking for an E-commerce Manager to lead their expansion in the Japanese market. This is a unique opportunity to work with a premium brand and play a key role in growing their e-commerce presence.

Description

- Lead the e-commerce strategy and operations for Rakuten, Amazon platforms.
- Develop and optimize product pages, pricing strategies, and promotional campaigns.
- Work with cross-functional teams to align product launches and marketing strategies with business goals.
- Analyze and optimize digital performance metrics to increase sales and conversion rates.
- Manage budgets to maximize ROI and revenue generation.
- Build strong relationships with e-commerce platforms and agencies.
- Monitor the competitive landscape and make data-driven adjustments to strategies.
- Oversee store operations including forecasting, inventory, and fulfillment.
- Collaborate with marketing teams to drive traffic through top-of-funnel strategies.
- Report on performance, analyze trends, and propose improvements to enhance e-commerce business results.

Job Offer

- Competitive salary and performance-based incentives.
- Opportunity to work with a leading global brand in the beauty and skincare industry.
- A dynamic and collaborative team environment.
- Career growth opportunities in a rapidly expanding market.
- Work on high-impact projects that shape the company's future in Japan.

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 e-commerce or digital marketing, with a strong understanding of platforms like Rakuten and Amazon.
 - Proven ability to drive revenue and profitability through e-commerce operations.
 - Experience with performance marketing programs including paid search, display, and retargeting.
 - Strong analytical skills with the ability to turn data into actionable insights.
 - Hands-on experience in digital marketing analytics tools commonly used in Japan.
 - Ability to manage multiple projects and meet deadlines in a fast-paced environment.
 - Strong interpersonal and communication skills for effective cross-functional collaboration.
-

Company Description

Our client is a global leader in the beauty and skincare industry, renowned for high-quality, innovative products. They are focused on delivering exceptional consumer experiences and are looking for an E-commerce Manager to lead their expansion in the Japanese market. This is a unique opportunity to work with a premium brand and play a key role in growing their e-commerce presence.