



E-commerce sales specialist- American networking company

募集職種

派遣会社

ランスタッド株式会社 プロフェッショナル事業本部

求人ID

1482647

業種

自動車・自動車部品

会社の種類

外資系企業

雇用形態

契約

勤務地

東京都 23区

給与

650万円 ~ 800万円

更新日

2024年07月31日 01:00

応募必要条件

職務経験

1年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

最終学歴

専門学校卒

現在のビザ

日本での就労許可が必要です

募集要項

Key Responsibilities

Sales Strategy Development:

- Develop and execute a comprehensive e-commerce sales strategy tailored to the Japanese market.
- Identify new sales opportunities and optimize existing channels to increase market share.

Platform Management:

- Manage our presence on major Japanese e-commerce platforms
- Ensure product listings are optimized with accurate descriptions, high-quality images, and relevant keywords.

Campaign Management:

- Plan and implement promotional campaigns, sales events, and product launches on e-commerce platforms.

- Monitor campaign performance and make data-driven adjustments to maximize ROI.

Customer Engagement:

- Provide exceptional customer service by responding to inquiries, resolving complaints, and offering product information.
- Manage customer feedback and reviews, ensuring prompt and appropriate responses.

Inventory Management:

- Monitor inventory levels and coordinate with the supply chain team to ensure stock availability.
- Conduct regular inventory audits and manage stock replenishments to prevent shortages or overstocking.

Performance Analysis:

- Analyze sales data to identify trends, opportunities, and areas for improvement.
- Prepare and present regular reports on sales performance, customer feedback, and market insights.

スキル・資格

- Experience in e-commerce sales support or a similar role.
- Familiarity with major e-commerce platforms in Japan.
- Strong organizational and multitasking abilities.
- Excellent communication and customer service skills.
- Proficiency in Microsoft Office Suite (Excel, Word, PowerPoint).
- Knowledge of e-commerce tools and platforms.
- Basic understanding of data analysis and reporting.
- Ability to work independently and as part of a team
- Proficiency in both Japanese and English

会社説明