

E-marketplace Ecommerce Manager

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募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1485690

業種

その他

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

700万円 ~ 800万円

ボーナス

固定給+ボーナス

更新日

2024年07月08日 10:10

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

ネイティブ

最終学歴

大学卒： 学士号

現在のビザ

日本での就労許可が必要です

募集要項

As the E-commerce Sales Manager, you will spearhead the development and implementation of online business strategies in Japan, particularly focusing on marketplace and direct-to-consumer initiatives.

Client Details

Our client is a global leader in technology and consumer electronics, known for fostering a culture of innovation, empowerment, and global reach. They offer a flexible yet impactful work environment where individuals can drive meaningful change.

Description

- **Strategy Development:**

- Develop and execute a Japan-specific strategy for online business growth.
- Validate channels and devise channel strategies, ensuring timely execution and ownership.

- **Sales and Marketing Execution:**

- Implement sales strategies across online channels, aiming for short, medium, and long-term wins.
- Drive sell-out on online platforms and deliver clear revenue forecasts and reports.

- **Collaboration and Alignment:**

- Align with global and regional headquarters on strategies and initiatives.
- Work closely with local teams to develop annual marketing plans and monitor performance.

- **Performance Monitoring and Optimization:**

- Provide weekly management reporting on performance against targets and market trends.
- Optimize shopper conversion through insights and analytics, maintaining best practices in digital marketing.

Job Offer

- Opportunity to impact a global brand's online presence and market reach.
- Competitive compensation package with comprehensive benefits.
- Dynamic work environment that encourages innovation and professional growth.
- Supportive culture where individual initiative is valued and rewarded.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Minh Tran on +813 6832 8947.

スキル・資格

- **Key Qualifications:**

- Minimum 5 years of experience in sales planning and consumer product sales, ideally in hardware devices and e-commerce.
- Strong analytical skills with a data-driven approach to digital marketing and sales optimization.
- Proactive, collaborative, and capable of interpreting and reporting business trends effectively.

- **Skills and Behaviors:**

- Proficiency in digital reseller marketing and understanding of channel economics.
- Hands-on attitude with a focus on problem-solving and achieving business objectives.
- Experience in the IT industry and familiarity with web UI/UX and digital advertising operations.

会社説明

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