

Ecommerce Manager (Marketplace)

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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

1499999

業種

その他（メーカー）

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 1000万円

更新日

2024年11月05日 00:00

応募必要条件

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

This position involves proposal-based sales within a leading e-commerce division, focusing on key accounts to drive growth. Candidates will engage with major online retailers to develop strategies and execute initiatives that enhance sales performance.

Client Details

Our client is a prominent player in the consumer goods sector, renowned for its commitment to quality and innovation. With a strong brand presence and a reputation for excellence, the company is poised for continued growth in the digital marketplace, making it an exciting place for talented professionals to advance their careers.

Description

- Drive proposal-based sales to leading e-retailers while achieving set sales targets and managing key performance indicators (KPIs).
- Develop and implement customized strategies for various customers and online platforms, identifying opportunities and risks to propose effective solutions.
- Negotiate product introductions, promotions, and pricing strategies, while ensuring profitability through efficient rebate management and collaborating with internal teams for seamless execution.

Job Offer

- Competitive salary and performance-based incentives.
- Opportunities for professional growth and development.
- A dynamic work environment that fosters innovation.
- The chance to contribute to a well-known brand with a strong market presence.

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.

スキル・資格

- Over 5 years of corporate sales experience in consumer goods.
 - Strong presentation skills for client proposals.
 - Experience with e-commerce sales to major platforms like Amazon or Rakuten.
 - Proven negotiation skills to create mutually beneficial outcomes.
 - Self-motivated and able to drive proposal-based sales independently.
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会社説明

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