

MichaelPage

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D2C Ecommerce Manager (9M)

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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

1523774

業種

その他

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 900万円

ボーナス

固定給+ボーナス

更新日

2025年02月26日 12:57

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

流暢

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

- Lead the development and execution of an eCommerce strategy to drive growth and profitability.
- Manage the end-to-end operations of the eCommerce platform and oversee a talented team to optimize performance.

Client Details

- A rapidly expanding and innovative eCommerce startup known for its unique approach to retail and marketing, blending technology and design to deliver exceptional customer experiences.
- The company is committed to sustainability, creating better customer experiences, and offering flex working arrangements, making it an attractive environment for ecommerce professionals.

Description

- Develop and execute the eCommerce strategy in line with global goals.
- Oversee website and marketplace revenue management.
- Manage end-to-end website development and daily operations.
- Drive experimentation and optimization of the online customer experience.
- Lead retention and loyalty initiatives to increase customer lifetime value.
- Monitor trends and competitors to keep the platform competitive.
- Ensure platform uptime, security, and scalability.
- Conduct user experience and performance testing to improve conversion rates.
- Collaborate across departments to ensure seamless operations.
- Hire, mentor, and lead a talented team of designers, engineers, and product managers.
- Communicate eCommerce strategy and priorities to cross-functional teams.
- Analyze performance metrics to drive insights and optimize performance.

Job Offer

- Hybrid working options and the ability to work remotely or from the office.
- 20+ days of annual leave, with additional time off for volunteer, parental, and personal leaves.
- Access to a Learning Management platform for continuous growth and development.
- Opportunities for personal growth budgets and dedicated learning days.
- An inclusive and supportive company culture with a focus on work-life balance and employee well-being.
- Employee Assistance Program offering unlimited sessions for financial, relationship, and mental health support.
- A socially responsible company with a strong commitment to sustainability, including BCorp certification and partnerships with environmental organizations.

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

- Native or fluent in Japanese (N1) and proficient in Business English.
- Experience in eCommerce leadership, especially in a fast-growing consumer brand.
- Proven experience managing a team and global stakeholders.
- Expertise in eCommerce operations, including production, design, CMS, and sales management.
- Ability to create clear, actionable product specifications and user stories.
- Skilled in agile/scrum methodology and collaboration with design and development teams.
- Strong analytical skills, with experience in optimizing conversion rates and analyzing site traffic.
- Experience in Shopify store management and content adjustments to improve performance.

会社説明

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