

MichaelPage

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Amazon Ecommerce Key Account Lead (7-9M)

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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

1524734

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 ~ 900万円

歩合給

固定給+歩合給

更新日

2025年03月04日 15:58

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

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 role is responsible for managing and expanding e-commerce sales, driving revenue growth and profitability through strategic marketplace initiatives. The focus is on optimizing product listings, driving digital marketing campaigns, and leveraging data to make informed decisions for continued success.

Client Details

Our client is a global leader in the consumer goods industry, specializing in pet care products with a mission to improve the lives of pets and their owners. With a strong commitment to sustainability, innovation, and customer satisfaction, the company offers a supportive work environment where employees can make an impact on a global scale.

Description

- Lead the achievement of sales and profit targets for the marketplace team.
- Develop and execute strategies aligned with corporate goals and specific marketplace initiatives.
- Optimize product listings and content to improve SEO and visibility.
- Manage advertising and promotional budgets to maximize ROI.
- Collaborate cross-functionally with teams in marketing, content, retail media, and data analysis.
- Conduct regular data analysis to identify trends, challenges, and opportunities.
- Build strong relationships with stakeholders to ensure alignment and mutual success.
- Monitor inventory and supply chain to prevent stockouts and optimize logistics.
- Lead continuous improvements to the digital customer experience.
- Stay up to date on competitor analysis and market trends.

Job Offer

- Competitive salary and benefits package.
- Opportunities for career advancement and personal growth within a global organization.
- Innovative, and inclusive work environment.
- Hands-on experience in a rapidly growing digital marketplace.
- Contribution to a global mission that improves the lives of pets and their owners.

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

- Bachelor's degree in marketing, business, economics, or related field.
- Over 3 years of experience in sales within the FMCG industry, preferably with knowledge of e-commerce platforms like Amazon or marketplaces such as Rakuten.
- Strong communication skills, both written and verbal.
- Proficient in digital marketing, including campaign design and optimization.
- Experience in managing and analyzing large sets of data for decision-making.
- Ability to lead cross-functional teams and manage multiple projects simultaneously.
- Proactive problem-solver with a collaborative mindset.

会社説明

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