

MichaelPage

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ECommerce Manager (7-8M)

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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

1529111

業種

その他

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

2025年03月26日 11:30

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

The Ecommerce Manager will drive the growth of the brand's eCommerce platforms, leading the strategy for sales, site optimization, and promotions. This role focuses on enhancing the online consumer experience and managing P&L for direct-to-consumer channels.

Client Details

This company is a prominent player in the skincare industry, offering a unique approach based on bio-ecology and scientific innovation. They are known for their brands which prioritize sustainable, biology-driven solutions for skincare. With a rapidly expanding presence, the company values continuous growth, creativity, and the well-being of both people and the planet.

Description

- Develop and align overall D2C strategy for brand growth.
- Own and optimize D2C P&L, driving both top and bottom-line results.
- Execute promotional plans and optimize product offerings.
- Lead traffic acquisition and collaborate with media agencies.
- Manage UI/UX improvements to maximize conversion rates (CVR) and average basket value (ABV).
- Oversee digital shelf excellence and content management.
- Ensure accurate forecasting and logistics management.
- Handle sales reporting, analytics, and opportunity analysis.
- Liaise with agencies to improve shopping cart and D2C tech.

Job Offer

- Opportunity to lead eCommerce strategy for high-growth skincare brands.
- Competitive salary with potential for professional growth.
- Collaborative, innovative work environment that values creativity and sustainability.
- Responsibility for impactful decisions and direct involvement in company growth.

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

- Experience, including 4 years managing D2C for brands or manufacturers.
- Strong background in P&L management and commercial e-commerce platforms.
- Experience in UI/UX management and A/B testing.
- Proficient in performance advertising and data-driven decision-making.
- Strong understanding of customer needs and CRM experience is a plus.

会社説明

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