

MichaelPage

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## Ecommerce Lead (10-12M)

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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

1535175

## 業種

その他（広告・PR・メディア）

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1000万円 ~ 1200万円

## 更新日

2025年04月28日 18:33

## 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 and accelerate the growth of the Amazon.jp business while supporting expansion into other key e-commerce platforms in Japan.

Manage end-to-end execution from commercial planning to content optimization, innovation, and channel reporting.

## Client Details

A globally recognized consumer brand with a high-growth presence in Japan's e-commerce market.

They offer a collaborative, entrepreneurial environment where taking ownership, innovation, and cross-functional teamwork are deeply valued.

Candidates will appreciate their focus on building sustainable growth while maintaining a supportive and agile workplace culture.

## Description

- Manage the Amazon.jp business: deliver annual budget, operations plan, content, advertising, promotions, and

catalogue optimization.

- Lead e-commerce activation through a key distributor (CBC) and manage strategic execution.
- Own the innovation roadmap on Amazon.jp: execute new product launches and identify new growth opportunities.
- Analyze channel metrics, develop insights, and build action plans to overcome challenges and drive growth.
- Coordinate with global and local content teams to align digital shelf execution across priority retailers.
- Develop and execute e-commerce strategies for other priority Japanese retailers.
- Manage and report on Japan's e-commerce channel performance monthly.
- Support shopper insights studies to place the consumer at the heart of the e-commerce strategy.
- Lead competitor research and introduce new ideas to enhance the brand's e-commerce presence.
- Build and lead an e-commerce community internally, fostering cross-functional collaboration.

#### Job Offer

- Remote work flexibility (Tokyo-based role with homeworking permitted).
- High visibility with senior leadership (Country Manager, Global E-Commerce Director, and Executive Teams).
- Opportunity to shape the future of the e-commerce channel in a market with massive growth potential.
- Fast-moving environment with entrepreneurial freedom.
- Be part of a global network while making a tangible impact locally.

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.

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#### スキル・資格

- Strong verbal and written communication skills in English.
- 5+ years of e-commerce experience, with a strong focus on Amazon.jp.
- Experience managing relationships through distributors like Chou Bussan (CBC) is an advantage.
- Commercially savvy with a creative mindset for marketing aspects of e-commerce.
- Proven ability to influence and collaborate across diverse functions and global teams.
- Resilience and adaptability to thrive in a fast-paced, evolving environment with a start-up spirit.

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#### 会社説明

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