

MichaelPage

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Ecommerce Manager (10-12M)

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Job Information

Recruiter

Michael Page

Job ID

1537786

Division

Ecommerce Manager (10-12M)

Industry

Other

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 12 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

May 1st, 2025 17:50

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This role leads marketplace strategy and execution in Japan, working cross-functionally to drive sales, optimize performance, and deliver impactful digital initiatives. You'll also support expansion across additional e-commerce platforms.

Client Details

This is a globally recognized consumer health brand with a strong and growing presence in Japan. The company promotes a collaborative culture where local teams are empowered to take initiative, make data-backed decisions, and deliver real business results. It's an exciting opportunity for someone who thrives in a dynamic, international environment that values agility and innovation.

Description

- Own and drive the marketplace channel business in Japan, including sales planning, commercial execution, promotions, and content optimization.
- Lead collaboration with key distributor partners to ensure effective activation and alignment.
- Launch new products and explore innovative growth opportunities across platforms.
- Monitor and analyze performance data to identify challenges and drive improvements.
- Build strategy and execution roadmap across priority digital commerce partners

Job Offer

- Lead role with ownership of a key revenue-driving digital channel.
- Tokyo-based with flexible remote work options.
- High visibility with global and local senior stakeholders.
- Opportunity to drive innovation in a fast-growing business unit.
- Competitive compensation and long-term career growth potential.

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.

Required Skills

- Experience in e-commerce or digital commerce in Japan, ideally with hands-on experience managing marketplaces.
- Strong analytical and commercial skills with the ability to turn insights into action.
- Fluent in English, with experience influencing across global and local teams.
- Comfortable with ambiguity and confident managing complex stakeholder landscapes.
- Energetic, entrepreneurial, and team-oriented mindset.

Company Description

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