

MichaelPage

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Category Strategy Role at a Global Retail Brand

Category Strategy - Retail Brand

Job Information

Recruiter

Michael Page

Job ID

1545312

Industry

Other

Job Type

Permanent Full-time

Location

Chiba Prefecture

Salary

Negotiable, based on experience

Refreshed

June 23rd, 2025 17:27

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

A global home shopping and e-commerce company with a loyal customer base and a strong brand presence in Japan. The company offers a collaborative culture, international best practices, and a stable business model with ongoing innovation in digital and omnichannel growth.

Client Details

This role is with a large organization recognized for its innovative approach within the retail sector. The company operates in a collaborative environment and values expertise in category management and merchandising.

Description

- Develop company-wide and category-specific budgets and KPIs
- Allocate airtime and create detailed sales plans across all timeframes
- Lead analysis of customer, brand, and product data to inform strategy
- Drive pricing, assortment, and inventory decisions
- Build and optimize special event programming
- Collaborate on omnichannel and digital initiatives
- Guide TSV/TP planning and event roadmaps

- Manage monthly reporting for senior stakeholders
- Represent the department in cross-functional strategy meetings
- Support category growth through advanced analytical recommendations

Job Offer

- Hybrid work setup in a well-connected Tokyo Bay area location
- Opportunity to impact a nationally recognized brand
- Cross-functional exposure across merchandising, digital, and finance
- Stable and growing business with international standards
- Collaborative work culture and strong internal support
- Competitive salary and benefits package

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Yuliia Chentukova at +81368328662.

Required Skills

- Experience in merchandising, sales planning, or distribution (retail/FMCG preferred)
 - Strong skills in data analysis and business strategy
 - Proficient in Excel and Microsoft Office
 - Skilled in collaboration, communication, and decision-making
 - Able to balance detail with broader strategic planning
 - Fluent in Japanese and confident in English business communication
 - Comfortable working in a fast-paced and data-driven environment
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Company Description

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