

MichaelPage

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Ecommerce Lead (10-12M)

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Job Information

Recruiter

Michael Page

Job ID

1552320

Industry

Other (Advertising, PR, Media)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 12 million yen

Refreshed

July 18th, 2025 17:52

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

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.

Required Skills

- 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.

Company Description

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.