



100% remote work - EC Sales Manager

Full remote work, big salary

Job Information

Recruiter

[Cornerstone Recruitment Japan K.K.](#)

Hiring Company

Global ecommerce platform

Job ID

1552783

Industry

Internet, Web Services

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 16 million yen

Refreshed

January 24th, 2026 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

1. Develop partnerships with merchandise partners, manufacturers, and brands. Focus on categories selections to increase overall value, in alignment with business and customer needs.
2. Assist merchandise partners in establishing themselves on the platform and their growth. Guide merchandise partners in developing comprehensive plans including market positioning, product planning, brand marketing, and operational strategies.

3. Propose innovative ideas based on the current status of the categories, as well as create and implement projects through resource integration and merchant guidance.

4. Conduct industry analysis reports, explore potential customer needs through data analysis, and adjust strategies accordingly based on market trends.

Required Skills

1. 8+ years of online sales experience, including but not limited to experience in brand management or platform operations.
2. Extensive connections and relationships with local seller and vendor networks is a plus.
3. Strong data analysis skills, able to analyze industry trends and project management through data, and summarize conclusions.
4. Possesses market exploration and marketing innovation capabilities, capable of guiding overall merchant marketing plans.
5. Excellent problem-solving skills, self-motivation, ability to think strategically and adapt quickly to changes.
6. Ability to work under pressure and manage logistics during high-demand periods.

Company Description