



## 100% remote work - EC Sales Manager Exclusive job

**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.

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### 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.

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### Company Description