



CLASE AZUL
MÉXICO

【D2C Manager】 Mexico's first luxury brand !

Job Information

Hiring Company

Clase Azul Asia Co., Ltd.

Job ID

1558953

Industry

Food and Beverage

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Contract

Location

Tokyo - 23 Wards, Shibuya-ku

Salary

9 million yen ~ 12 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

8:00~22:00のフレックスタイム（うち8時間勤務、休憩1時間）

Holidays

完全週休2日制

Refreshed

September 29th, 2025 09:20

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As a D2C Manager, you will be responsible of plan & execute D2C channel sales initiatives. This is the unique opportunity to manage both online and offline Direct-to-Consumer experience. You're responsible of create strategy and manage daily operation of our Boutique in Ebisu, eCommerce, and other official online shop with

following key responsibilities.

Key Responsibilities:

- Daily Boutique Operation Management
 - Reservation management, and staff assignment.
 - Salesforce data entry tracking
 - Facility Management
 - On-site inventory management
 - Coordination with global boutique (Mutual customer referral)
- Daily online experience management
 - Track daily sales of the product to plan and execute sales increase plan.
 - Plan and execute online promotion plan including SEO, SEM, and other digital ad.
- Product Planning and execution
 - Plan special offer product (gift set etc) available through D2C channels.
 - Plan and execute channel by channel special offer strategy.
- Strategy building
 - Collaborate well with global team to build D2C operation strategy
- Team Management
 - Manage team member of D2C channel specialist(s) and boutique staff(s).

Base Salary

¥9,000,000 ~ ¥12,000,000 per year + Performance-based bonus

Required Skills

[Required Experience / Skills]

- Minimum 7 Years of professional experience.
- Proficiency in Microsoft Office Suite (Excel, PowerPoint, Word etc.)
- Business level or above both in Japanese and English
- Strong communication and coordination skills across departments.

[Preferred Experience / Skills]

- Familiarity with Salesforce
- Proficiency in Spanish, is plus
- Working experience in alcohol beverage and luxury business is plus

[Ideal Candidate Profile]

- Be “Hands-on”
- Be “Result Driven”
- Be “Detail Oriented.”
- Willing to take new challenges beyond assigned responsibilities.
- Pay a respect to all stakeholders to be a center of all trade activations.
- Able to communicate professionally with external stakeholders as a representative of a luxury brand.

Company Description