



【800～1000万円】Online Manager_ 公式オンラインショップ責任者（ティファール / WMF）

株式会社グループセブジャパンでの募集です。EC運用のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

株式会社グループセブジャパン

Job ID

1563579

Industry

Other (Distribution, Retail, Logistics)

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 10 million yen

Work Hours

09:30 ~ 18:00

Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土日 祝日 年末年始

Refreshed

January 8th, 2026 02:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2336109】

【Mission Overview of Role】

- Drive the development of e-commerce business and consumer satisfaction on Direct E-commerce business.
- Responsible for DTC online channel strategy operation P/L which include Brand.com and other stores on Marketplaces) by maximizing turnover margin and profits.

[Principal Responsibilities]

- Develop and execute a comprehensive strategy across the entire DTC online channel work closely with cross functional teams (marketing operations finance IT customer service) and external agency to unlock both revenue and profit opportunities
- Consult with the digital marketing team to plan and develop online business plans establishing responsibilities and procedures for attaining objectives
- Report weekly and monthly and quarterly hindsight results and progress against sales targets across all DTC online business
- Research industry trends seeking opportunities to bridge gaps in business objectives and push the business forward
- Responsible for the planning and execution of online store expansion
- Analyze site metrics and related data to identify opportunities to improve conversion rate across all device types
- Use data to evaluate ideas and continually improve the customer experience across the site
- Identify opportunities and prioritize work flow for the maximum impact on business growth by overseeing all project management related to site
- Be accountable for accurate sales planning and forecasting
- Guide and support team members to build a high performing team.

Required Skills

[Qualification (experience education certification)]

- At least 5 years of relevant work experience in DTC online field
- University degree
- Proven track record
- People management experience

[Competencies (skills knowledge language behaviors)]

- Strong knowledge of SEO eCommerce merchandising and digital marketing
- Experience in operating official shop on EC mall.
- Leadership skills with the ability to inspire and motivate
- Strong knowledge of Syndicated Data
- Planning skills
- Excellent written and oral communication skills (in Japanese and English) including strong formal presentation skills and analytical skills.
- Business Acumen
- Strong attention to detail with a focus on accuracy
- Ability to manage multiple tasks and assignments simultaneously
- Self starter with the ability to develop and drive strategy
- Insatiable appetite commitment to meet and exceed revenue profit and volume goals
- Results orientated

Company Description

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