

# グローバル企業・<mark>外資×ハイクラス転職</mark> 「語学カ」を活かす転職なら、JAC Recruitment

【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

November 13th, 2025 13:01

# 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 develop 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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