



PR/087375 | eCommerce Specialist (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1579733

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

April 21st, 2026 12:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

A family-run Japanese company with more than 200 years of history is looking for an eCommerce Specialist (m/f/d).

Reporting to the Head of eCommerce, this role is responsible for driving eRetailer and category performance while ensuring optimal trade revenue and profitability.

With full budget accountability in alignment with the line manager, the position focuses on building strong, influential relationships with key eRetailers and collaborating with internal stakeholders to deliver actionable insights and innovative solutions. The role will lead the development and execution of mutually beneficial joint business plans that foster sustainable growth for the eCommerce channel and the overall market.

Job Responsibilities

In this position, you will lead and coordinate the eCommerce channel in close collaboration with local market teams. You will drive growth, strengthen client relationships, and ensure operational excellence in the digital space.

Your main responsibilities include:

- **Lead eCommerce Strategy:** Develop and execute strategies to grow online sales, traffic, and customer loyalty across key platforms and emerging eRetailers.
- **Manage Key Accounts:** Act as the primary contact for major eRetailers (e.g., Amazon,...), ensuring strong partnerships and tailored solutions.
- **Drive Sales Performance:** Oversee distribution, revenue, and budget targets for the eRetailers, ensuring alignment with business objectives.
- **Plan & Execute Listings:** Prepare and implement annual plans, product listings, and promotional activities to maximize visibility and conversion.
- **Analyze Market & Assortment:** Monitor market trends, competitor activity, and assortment opportunities to identify new revenue streams.
- **Monitor & Report KPIs:** Track account performance, provide regular reporting, and ensure achievement of agreed KPIs.
- **Collaborate Cross-Functionally:** Work closely with marketing, shopper CX, supply chain, and INE colleagues to share best practices and support overall growth.
- **Ensure Compliance & Control:** Maintain operational standards, budget adherence, and compliance in all Digital Commerce activities.
- **Represent the Brand:** Participate in trade fairs and industry events to strengthen presence and build strategic relationships.

Job Requirements

Education & Experience

- University degree or equivalent vocational training.
- 2-4 years of professional experience in eCommerce, digital sales, or key account management within FMCG or related industries.
- Proven track record in managing eCommerce platforms and client relationships (experience with Amazon or similar online-shops is a plus).

Technical & Analytical Skills

- Strong knowledge of digital marketing tactics, tools, and trends, with ability to translate them into actionable strategies.
- Data-driven mindset: skilled in analysing performance data and making informed decisions to optimize digital channels.
- Proficiency in MS Office (Excel, Word, Outlook), Power BI, and familiarity with analytics tools (e.g., Google Analytics).
- IT literacy and ability to work with digital tools and platforms.

Commercial & Strategic Skills

- Solid business acumen and ability to develop tailored strategies for key accounts.
- Understanding of market dynamics, competitor analysis, and decision-making processes.
- Ability to interpret customer and market data to identify growth opportunities.

Interpersonal & Communication Skills

- Excellent intercultural communication and relationship management skills.
- Targeted and persuasive communication style, both written and verbal.
- Strong networking and customer orientation.

Languages

- Business-level English/Italian (French and additional European languages are a plus).

Other Requirements

- Willingness to travel for business (as agreed with line manager).
- Driving license (Category B).

Apply online for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description