

SALOMON DTC Buying Senior Specialist（E Commerce/Factory Outlet…

アメアスポーツジャパン株式会社での募集です。 マーチャンダイザー（MD）のご経…

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
アメアスポーツジャパン株式会社

Job ID
1583501

Industry
Apparel, Fashion

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
5 million yen ~ 7 million yen

Work Hours
09:30 ~ 18:15

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 年間休…

Refreshed
October 31st, 2026 12:00

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2365620】
■募集要項
・Drive sales growth across directly managed E commerce and FOS by optimizing assortment and cross functional collaboration.
・Drive Japan DTC assortment planning for FOS and E commerce aligning with consumer demand store cluster strategy and financial targets.

・Own and manage the DTC GTM calendar to ensure timely and effective product launches.

■業務内容
・Closely monitor and analyses sales performance to identify risks and opportunities.
・Prepare category sales analyses and provide regular updates to Retail and E commerce teams to ensure cross functional visibility.
・Create and manage the DTC specific GTM calendar.
・Select products for E commerce and FOS in alignment with brand strategy and sales targets.
・Develop product promotion strategies to drive sell through and revenue growth.
・Proactively visit stores to gain on the ground insights and drive actionable improvements.

Required Skills

・3+ years of experience in Merchandising（ MD ） preferably in the sports or fashion equipment industry.
・Solid understanding of the DTC business model.
・Advanced Excel skills.
・Strong analytical skills with a data driven mindset.
・Excellent communication and cross functional coordination skills.
・Knowledge of Power BI and SAP.

・Experience in E commerce merchandising and FOS（ Factory Outlet Store ） merchandising.
・Strong business acumen.

Company Description

スポーツ用品・機器及びその関連商品の製造、輸入、販売。世界中のスポーツを愛する人々から信頼されるブランドを展開しています。スポーツ用具からフットウェア、アパレルまで革新と使い易さの標準を確立。細部へこだわり、高品質、機能面で頼りになることが特長です。