



## 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

May 30th, 2026 00:00

### 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 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。