



PR/118481 | E-Commerce Manager

Job Information

Recruiter

JAC Recruitment UK

Job ID

1594885

Industry

Retail

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

June 2nd, 2026 10:45

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Confidential Role

Overview

A well-known fashion brand is seeking an experienced E-commerce Manager to take full commercial ownership of its online business in Central London.

This role will be responsible for driving the performance and growth of the brand's e-commerce channel, optimising the end-to-end customer journey across digital touchpoints, and acting as a key decision-maker for online strategy and execution.

The position offers a high level of autonomy and influence, with responsibility extending beyond execution to strategic and commercial leadership. The working style is office-based or hybrid.

Responsibilities

- Take full ownership of the e-commerce P&L

- Drive online revenue growth, conversion rate, and average order value
- Manage daily trading, product launches, and online merchandising
- Analyse performance data and implement optimisation strategies
- Collaborate closely with Marketing, CRM, Logistics, and Production teams
- Lead site improvements, UX initiatives, and platform optimisation
- Manage external agencies and internal stakeholders
- Contribute to and execute the brand's overall online strategy

Requirements

- 6+ years of e-commerce experience within fashion and/or retail
- Strong commercial mindset with hands-on trading experience
- Confident in owning financial metrics and making data-driven decisions
- Proven experience working cross-functionally in fast-paced environments
- Experience managing agencies or junior team members is a plus
- Self-driven manager capable of leading initiatives with autonomy and accountability

Compensation

Salary and package details will be discussed during an online meeting and will be competitive, reflecting responsibility and experience.

Confidentiality Notice

This position is strictly confidential. As the search is being conducted discreetly, all information related to this role must not be shared with any third party.

#LI-JACUK #KK

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Company Description