E-Commerce Manager | Shopify, Amazon & Brand Growth 【Tokyo】

¥3.5–6M | 2-Month Trial⇨Permanent（正社員登用あり）

Job Information

Hiring Company
Mediabound K.K

Job ID
1611146

Industry
Tourism

Company Type
Small/Medium Company (300 employees or less)

Job Type
Contract

Location
Tokyo - 23 Wards

Salary
3.5 million yen ~ 6 million yen

Work Hours
In accordance with company regulations

Holidays
In accordance with company regulations

Refreshed
November 10th, 2026 00:00

General Requirements

Career Level
Entry Level

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Responsibilities range widely from e-commerce site management to sales strategies, product planning, and improving the customer experience
- The rewarding opportunity to shape the brand's future by implementing initiatives and ideas that directly drive sales and business growth
- Join a rapidly growing company that brings Japanese culture to the world, where you can also take on challenges with new brands and business ventures
- Enjoy significant autonomy and clear career advancement opportunities; depending on your performance, you can

even aim to become a business unit leader

【Job Responsibilities】
Are you passionate about e-commerce, digital growth, and building brands that reach customers around the world?
Mediabound and its growing portfolio of brands—including tourism experiences, cultural workshops, and the emerging denim brand Daruma Jeans—are looking for an ambitious E-Commerce Manager to help drive the next stage of our growth.
This is an exciting opportunity to take ownership of online sales channels, improve customer experiences, launch new products, and directly influence the growth of a fast-moving company operating at the intersection of tourism, retail, and Japanese culture.
Whether you're currently managing an online store, working in digital marketing, marketplace operations, or e-commerce strategy, this role offers significant opportunities for career growth and impact.

< What You'll Do E-Commerce Operations >

1 . Manage and optimize online stores and sales channels:

- Oversee product listings, pricing, and inventory coordination
- Monitor website performance and customer experience
- Ensure smooth order fulfillment and operational efficiency

2 . Growth & Revenue Management:

- Develop strategies to increase online sales
- Analyze customer behavior and purchasing trends
- Identify opportunities for conversion rate optimization
- Monitor KPIs and business performance metrics

3 . Marketplace Management:

- Manage relationships with e-commerce platforms and marketplaces
- Optimize product visibility and sales performance
- Coordinate promotional campaigns and product launches

4 . Product & Brand Expansion:

- Support new product launches
- Collaborate with marketing, operations, and product teams
- Identify opportunities for new online offerings and revenue streams

5 . Data Analysis & Reporting:

- Track sales performance and business metrics
- Generate reports and insights for leadership
- Make data-driven recommendations for growth

< Career Growth >
As Mediabound and its brands continue to expand, this role offers clear opportunities to advance into:
-Senior E-Commerce Manager
-E-Commerce Director
-Brand Manager
-Business Unit Leader
-New Business Manager
We reward performance, ownership, and results.

< Why This Role Is Different >
Many e-commerce roles focus solely on maintaining existing stores.
This role offers the opportunity to:
-Build and scale new brands
-Launch new products
-Influence business strategy
-Work directly with leadership
-Take ownership of meaningful growth initiatives
Your work will have a direct impact on company performance and future expansion.

< About Mediabound >
Mediabound is one of Japan's fastest-growing inbound tourism and experience companies.
Our mission is:
To preserve Japanese culture and transform it into world-class entertainment.
We operate a diverse portfolio of businesses, including:
-Daruma Jeans
-Zen Arts & Crafts Studios
-Matcha Making Experiences
-Kintsugi Workshops
-Ring Making Experiences
-Chopsticks Making Experiences
-Shinjuku Sumo Club
-Traveling Tokyo
-Traveling Kyoto
-Traveling Osaka
As our brands continue to grow, we are investing heavily in our e-commerce and direct-to-consumer business.

< Our Values >

-Speed is King - We move quickly and execute decisively.
-Customer Obsession - We create exceptional customer experiences.
-Professionalism and Class - We maintain high standards in everything we do.
-Relentless Perseverance - We solve problems and never give up.
If you're excited about growing brands, driving online sales, and helping build the future of Japanese culture-focused businesses, we'd love to hear from you.

【Employment Type】

Fixed-term contract (Full-time), with the possibility of conversion to permanent employment.

- Initial contract period: 2 months
- Contract renewal may be offered based on performance, attendance, suitability, and business needs.
- Permanent employee conversion is subject to an evaluation and interview during the contract period.
- Permanent employment is not guaranteed.

【Salary】
¥300,000 – ¥500,000 per month
*Based on experience, performance, and qualifications.

【Working Hours】

Flextime system (one-month settlement period)

- Core hours: 9:00–15:00
- Flexible hours: 5:00–22:00
- Standard break: 12:00–13:00

Depending on operational requirements, employees may be required to follow assigned shifts or working hours at specific locations.

【Holidays & Leave】

- 105 annual holidays
- Saturdays, Sundays, and other company-designated days
- Annual paid leave in accordance with Japanese law
- Maternity, childcare, and family-care leave in accordance with Japanese law

【Work Location】
In accordance with company regulations

【Benefits & Welfare】

- Social Insurance
- Employment Insurance
- Workers' Compensation Insurance
- Transportation expenses fully covered
- Significant career advancement opportunities

Required Skills

【Required Qualifications】

- Fluent Japanese
- Business-Level English
- Who We're Looking For someone who combines analytical thinking with a strong business mindset.

【Preferred Qualifications】

- Experience managing e-commerce platforms
- Experience with Shopify, Amazon, Rakuten, Yahoo Shopping, or similar platforms
- Experience in digital marketing or online sales
- Strong Excel or data analysis skills
- Experience working with inventory, fulfillment, or product operations
- Experience in retail, consumer products, or hospitality is a plus

【Ideal Candidate Profile】

- Proactive and self-motivated
- Detail-oriented and highly organized
- Comfortable working in a fast-paced environment
- Passionate about growth and continuous improvement
- Interested in building brands and businesses