

PR/087636 | eCommerce Specialist (Italian Speaking) (m / f / d)

Job Information

Recruiter
JAC Recruitment Germany

Job ID
1616790

Industry
Retail

Job Type
Permanent Full-time

Location
Italy

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 14:00

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

Applicants must have a valid working permit in Italy

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), located in Milan, Italy.

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

- University degree or equivalent qualification
- 2–4 years of experience in e-commerce, digital sales, or key account management (FMCG preferred)
- Experience with Amazon or similar platforms is a plus
- Strong analytical and commercial mindset
- Proficiency in Excel, Power BI, and analytics tools
- Excellent communication and relationship-building skills
- Fluent in Italian and English
- the applicants must hold valid work-permit either of those locations mentioned above.

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Company Description