

DTC Buying Senior Specialist（Brand Stores / Full Price）

外資スポーツアウトドアブランドでの募集です。 マーチャンダイザー（MD）のご経...

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
外資スポーツアウトドアブランド

Job ID
1620225

Industry
Apparel, Fashion

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
7 million yen ~ 8.5 million yen

Work Hours
09:30 ~ 18:15

Holidays
詳細は求人ご紹介時にご案内いたします。

Refreshed
October 29th, 2026 18:23

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 NJB2422793】
■募集要項
・ Drive full price sales growth across Brand Stores by optimizing assortment and cross functional collaboration.
・ Drive Japan DTC assortment planning for Brand Stores 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 analyse sales performance to identify risks and opportunities.
・ Prepare category sales analyses and provide regular updates to Retail and relevant cross functional teams to ensure visibility.
・ Create and manage the DTC specific GTM calendar.
・ Select full price assortments for Brand Stores in alignment with brand strategy store clusters and sales targets.
・ Develop assortment and product launch strategies to drive full price 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.

Company Description

ご紹介時にご案内いたします