

PR/124155 | E-Commerce Manager

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1621149

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:54

General Requirements

Minimum Experience Level
Over 6 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

EC Manager (E-Commerce)About the Company
Our client is a well-established multinational company in the consumer technology and IT accessories products industry, with a strong presence across Japan & Asia. The organization is continuously expanding its digital commerce business and is seeking an experienced professional to drive sustainable growth across key online sales channels.

Job Responsibilities

- Develop and execute the overall e-commerce strategy to accelerate online revenue growth and market share across major digital platforms.
- Lead the planning and implementation of commercial initiatives, promotional campaigns, and online business activities to achieve sales and profitability targets.
- Monitor and optimize key business metrics, including revenue, traffic, conversion rates, customer acquisition, and return on investment (ROI).

- Manage relationships with marketplace partners and key stakeholders to maximize visibility, campaign effectiveness, and business opportunities.
- Collaborate closely with marketing, sales, supply chain, operations, and external agencies to ensure seamless execution of e-commerce initiatives.
- Oversee online merchandising, pricing and strategies, and product assortment planning.
- Ensure healthy inventory levels by coordinating demand forecasts and stock planning with relevant internal teams.
- Build, coach, and develop a high-performing e-commerce team, fostering a results-oriented and data-driven culture.
- Prepare and present business reviews, performance insights, and strategic recommendations to high management level.

Requirements

- Bachelor's degree in Business Administration, Marketing, E-Commerce, Commerce, or a related discipline.
- Min. 5 years of experience in e-commerce, digital commerce, online retail, or marketplace business management, including 2 - 3 years leadership experience.
- Strong understanding of Indonesia's e-commerce ecosystem, including major marketplaces and social commerce platforms.
- Demonstrated success in delivering revenue growth, improving profitability, and achieving commercial targets through online channels.
- Hands-on experience managing promotional campaigns, online advertising programs, and marketplace performance initiatives.
- Strong analytical capabilities with the ability to interpret sales data, customer trends, campaign results, and brand success metrics.
- Proficiency in Microsoft Excel, reporting tools, and e-commerce analytics platforms.
- Strong communication and stakeholder management skills, with the ability to engage both local and regional business partners.
- Experience in consumer products, technology, electronics, lifestyle, FMCG, or retail-related industries will be an advantage.
- Fluent in English, both written and spoken.

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Company Description