

Merchandise Specialist Japan

外資フットウェアブランドでの募集です。 マーチャンダイザー（MD）のご経験のあ...

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
外資フットウェアブランド

Job ID
1622921

Industry
Apparel, Fashion

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
5 million yen ~ 7.5 million yen

Work Hours
09:00 ~ 18:00

Holidays
詳細は求人ご紹介時にご案内いたします。

Refreshed
November 12th, 2026 15:03

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 NJB2366139】
Purpose and background of the job:

General Purpose:
・ Merchandise Specialist Japan will play a key role to elevate Birkenstock’s offering by delivering a product offer and Go to Market Plan that exceed customers’ expectations.
・ Develop and execute mid to long term merchandising plans for the Japan market working closely with cross functional

teams to maximize sales opportunities and drive sustainable business growth.

Tasks and accountabilities:
In the Japan region the Merchandise Specialist collaborates with the Head Merchandiser to play a leading role in driving the product assortment pricing and Go to market plan.
This position requires creativity knowledge of market trends and excellent communication skills. With industry experience and unconventional thinking you will drive business growth from the product side.
・ Assortment Range Building
o Lead merchandising strategies for the Japan market within Birkenstock's offerings Collaborate with the Retail Online and Wholesale teams and the Buyer to develop pre season plans aligned with long term strategic planning Develop bottom up assortment plans by category style color and price point to optimize the product mix across channels.
o Localize the global product assortment for the Japan market based on consumer needs channel requirements and business opportunities.
o Analyze Japanese market trends to identify consumer preferences competitive landscapes and channel requirements maximizing sales opportunities and optimizing the product assortment.
o Monitor product and sales performance including inventory trends to identify opportunities and inform merchandising actions
o Support channel teams and Marketing in executing product launch plans by identifying and sharing commercial opportunities and risks for key products.
・ Market Insight
o Collect and integrate market feedback from consumers retail partners and internal teams to inform future product and commercial plans
・ Additional Responsibilities:
o Provide channel teams with seasonal product highlights and product information to support their planning and execution.
o Merchandising Data / Tool coordination
o Seasonal visual assortment calendaer creation
o Sample management
o Collaborate with the Head of Merchandising on quality control and resolving product related issues
o Maintenace Seasonal Product Master
o Seasonal Pricing plan

Required Skills

Competencies:

・ Self starter and driver with high degree of curiosity
・ Hands on with can do attitude
・ Demonstrated experience and understanding of Japan Fashion Market
・ Product and merchandising background
・ Comsumer centric thinking
・ Project and time management high level of planning and organizational strengths
・ Ability to work precisely in a solution oriented manner
・ Ability to work in an international team

Qualifications:

Education
・ Bachelor’s degree or above is required

Work experience
・ Minimum of 5 years of experience merchandising
・ Experience in the footwear fashion industry preferred
・ Experience in multi channel environments such as Retail Online and Wholesale

Language Skills and related level
・ Japanese native
・ English business level

Technical Skills
Mandatory:
・ MS Office with mid to high level of Excel proficiency
・ Open to learning and adapting to Birkenstock systems and tools landscape
Optional:
・ Advanced skill of Excel is a plus

Company Description

ご紹介時にご案内いたします