

MichaelPage

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Rakuten Key Account Lead (8-10M)

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募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1539385

業種

その他

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 1000万円

ボーナス

給与： ボーナス込み

更新日

2025年05月13日 16:12

応募必要条件

職務経験

1年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

流暢

最終学歴

大学卒： 学士号

現在のビザ

日本での就労許可が必要です

募集要項

Lead and grow the e-commerce sales strategy for a top-tier pet care portfolio through Rakuten and affiliated retailers. Drive brand visibility, optimize online listings, and maximize revenue through performance marketing and data-led decision-making.

Client Details

This global consumer goods company is a market leader in the pet care space, offering beloved brands that focus on wellness, sustainability, and innovation. With a people-first culture and strong focus on career development, the company is known for empowering its talent with resources, flexibility, and global mobility opportunities. Their digital commerce division is rapidly expanding and offers a collaborative, agile work environment.

Description

- Develop and lead sales strategies for Rakuten and its retail partners aligned with corporate goals.
- Drive sales and profit growth through promotional planning, advertising spend, and KPI tracking (sessions x CVR x unit price).
- Conduct deep data analysis to shape marketing and merchandising actions.
- Collaborate cross-functionally (retail media, content, analytics) to build a high-performing digital shelf.
- Optimize product listings (SEO, content, visual assets) and manage review engagement.
- Forecast and manage inventory to prevent stock-outs and lost sales.
- Execute performance marketing and promotional ROI analysis.
- Report on key metrics and provide strategic insights to leadership.
- Conduct competitor and market analysis to identify growth opportunities.
- Build and maintain strong stakeholder relationships with retailers and internal teams.

Job Offer

- Join a globally recognized brand with a clear mission to enrich pet lives.
- Lead the Rakuten business with high visibility and ownership.
- Hybrid work environment with flexibility and autonomy.
- Strong learning and development support, with opportunities for career progression.
- Collaborative, cross-functional team culture with an inclusive mindset.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Lien Nguyen at +81 3 6832 8657.

スキル・資格

- Experience of e-commerce or sales experience in the FMCG industry.
- Experience managing Rakuten, Amazon, or Yahoo! platforms (strong knowledge of Rakuten preferred).
- Strong analytical and strategic thinking capabilities.
- Excellent communication and collaboration skills.
- Ability to manage multiple projects and deliver results in a dynamic environment.
- Business-level Japanese and intermediate-level English are preferred.
- Familiarity with digital content and performance marketing is a plus.

会社説明

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