

MichaelPage

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## Head of Ecommerce

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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

1544562

## 業種

その他

## 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1000万円 ~ 1300万円

## ボーナス

固定給+ボーナス

## 更新日

2025年06月12日 15:49

## 応募必要条件

## キャリアレベル

エグゼクティブ・経営幹部レベル

## 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 the e-commerce key account strategy for a top-tier FMCG brand.  
Drive online revenue growth and digital merchandising standards in Japan.

## Client Details

This global consumer brand is known for its energy, innovation, and strong presence across digital and physical retail channels. With a focus on pushing boundaries and setting industry benchmarks, the company offers a fast-paced, forward-thinking environment where digital leaders can thrive. Its Tokyo office combines international reach with a dynamic local culture, making it an exciting place for driven professionals.

## Description

- Develop and execute strategic key account and retail media plans for e-commerce.
- Manage KPIs related to online sales, profitability, digital shelf performance, and consumer engagement.
- Coach and lead a team of Key Account Managers to deliver against business goals.
- Ensure alignment with "Perfect Online Store" standards across platforms.
- Play a hands-on role in customer negotiations and business development (2-3 days/week in field).
- Lead promotional activity execution and monitor results through audit tools and data reports.
- Foster knowledge sharing through impactful case studies and team coaching.
- Maintain strong internal and cross-functional communication with marketing, sales, and global teams.

#### Job Offer

- Competitive salary (based on skills and experience).
- Annual performance-based incentive bonus.
- Hybrid work model (up to 40% remote).
- Generous paid leave (20 days from day one).
- Office in a prestigious Tokyo location.
- Comprehensive benefits: pension plan, medical & life insurance, disability income protection.
- Exclusive employee discounts and perks via benefit programs.

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.

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#### スキル・資格

- 7+ years in FMCG, with proven experience across sales, marketing, and insights.
- 5+ years in e-commerce, preferably with exposure to digital marketing or tech tools.
- Business-level fluency in both Japanese and English.
- Strong leadership skills with a coaching mindset.
- Skilled in Microsoft Office (especially Excel, PowerPoint).
- Experience managing budgets and reporting with clarity and accuracy.
- Effective communicator and confident presenter.

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#### 会社説明

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