



【世界9拠点】 E-commerce Specialist

クリエイティブ/土日祝休み/残業少/スタートアップ/英語を活かせる/外資系企業

募集職種

採用企業名

WPIC Technology Japan 合同会社

求人ID

1561637

業種

デジタルマーケティング

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 700万円

勤務時間

9:00am to 6:00pm

更新日

2025年12月23日 12:00

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

ビジネス会話レベル

日本語レベル

ネイティブ

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

【Who We Are】

WPIC Marketing + Technologies is a leading APAC e-commerce and technology consultancy. We help global brands succeed in Japan and Asia through data, analytics, e-commerce solutions, warehousing and logistics, and essential support services. With over 400 staff across 9 cities worldwide, we provide end-to-end market entry and growth solutions.

【Job Description】

The E-commerce Manager (Japan) is responsible for developing and executing effective strategies to drive client sales, enhance customer experience, and optimize overall performance on online platforms such as Amazon, Rakuten, and

Shopify. The role also includes analyzing consumer trends, collaborating with vendors, and providing reports on performance, profitability, and client outcomes. For overseas clients launching their brands in Japan, the E-commerce Manager will manage a broad range of initiatives - from conversion optimization and performance analysis to social media campaigns - creating, distributing, and refining content to achieve the highest possible performance.

【Main Responsibilities】

- Monitor store operations and proactively propose and implement improvements.
- Prepare weekly and monthly reports, managing key KPIs such as sales, inventory, sales plans, profit, traffic, and CVR.
- Collect, analyze, and manage data related to site traffic and visitor behavior, then optimize the site based on insights.
- Oversee and coordinate work with outsourcing partners (e.g., advertising, creative, logistics agencies).
- Collaborate closely with internal teams, related departments, and headquarters to ensure strategic and operational alignment.
- Ensure all e-commerce operations comply with company policies, internal procedures, and local legal requirements.
- Liaise with external vendors for technical and operational support (e.g., platform maintenance, system updates), ensuring timely issue resolution and ongoing compliance with company standards.

スキル・資格

【Requirements】

- 1+ years of hands-on experience in e-commerce operations
- Native or near-native level of Japanese proficiency
- Strong knowledge of at least one major sales channel (e.g., Rakuten, Amazon)
- Proficiency in Excel or Google Sheets, with the ability to manage and analyze data effectively
- Ability to read and comprehend written English (emails, reports, system interfaces)
- Proactive, entrepreneurial mindset with a strong understanding of startup environments
- Comfortable with ambiguity and capable of working independently with minimal supervision

Preferred Qualifications

- Experience with digital advertising platforms (e.g., Meta Ads, Google Ads, Rakuten RPP/TDA, Amazon Ads)
- Experience in affiliate marketing or influencer collaborations (e.g., Rakuten Room, Instagram)
- Hands-on experience with data visualization tools (e.g., Tableau, Looker Studio, Plotly Dash)
- Knowledge of cross-border e-commerce operations (import/export processes, customs, taxation, IOR/MOR, etc.)
- Experience in budgeting, P&L management, and sales forecasting
- Strong copywriting or localization experience for Japanese product listings and advertisements

Ideal Candidate Profile

- Strong analytical thinker with high attention to detail; numerically literate and able to optimize available resources
- Deep understanding of Japan's e-commerce ecosystem and social media landscape
- Comfortable working in a fast-paced environment and adaptable to change
- Able to manage multiple tasks effectively by setting clear priorities
- Excellent project management and time management skills
- Self-driven and proactive, capable of delivering results with minimal supervision

Work Conditions

- **Employment type:** Full-time, permanent
- **Location:** Tokyo 23 wards (office-based, with potential for partial remote work)
- **Working hours:** 9:00 a.m. – 6:00 p.m. (flexible time system)
- **Holidays:** Saturdays, Sundays, national holidays, year-end/New Year holidays
- **Salary:** Negotiable (based on experience and skills)
- **Benefits:** Social insurance, company laptop, commuting expenses covered
- **Probation period:** 6 months (employment under a fixed-term contract during this period)

会社説明