



Understanding People

Ecommerce Key Account Mgr / ECキーアカウントMgr

FMCG global brand exposure

募集職種

人材紹介会社

スペシャライズドグループ株式会社

求人ID

1584611

業種

食品・飲料

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2026年04月16日 20:00

応募必要条件

職務経験

3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

ビジネス会話レベル

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

Ecommerce-National Key Account Manager | Food & Beverage 全国eコマースキーアカウントマネージャー 食品・飲料

Our client, a company in the food and beverage industry, is seeking an Ecommerce-National Key Account Manager to execute their national eCommerce strategy in Japan, focusing on platforms like Amazon. This role offers the opportunity to lead key account management and establish new business partnerships, driving sales and volume targets.

Key Responsibilities:

- Execute national eCommerce strategy on Japanese platforms
- Manage key accounts to achieve sales and volume targets
- Establish business partnerships with B2B and online marketplaces
- Monitor and optimize retail promotion budgets
- Ensure accurate reporting of sales performance

- Collaborate with internal teams for eCommerce strategy execution
- Coach and develop team members for maximum contribution
- Optimize product listings and stock levels on eCommerce platforms
- Implement online merchandising standards with marketing teams
- Protect brand online against resellers and infringements

Qualifications:

- 5+ years in key account management with global brands (FMCG preferred)
- 2+ years in eCommerce, digital marketing, or technology disciplines
- Proficiency in online shopper journey and digital content creation
- Experience with Japanese eCommerce platforms like Amazon
- Strong problem-solving skills and flexible mindset
- People management experience
- Fluency in Japanese and English
- Experience with data analysis and performance reporting
- Familiarity with S&OP processes and demand planning
- Knowledge of brand registry and online brand protection

会社説明