



E-Commerce Senior Manager – Japan / エコマース シニアマネージャー – 日本、東京 独

占求人

世界的ブランドの日本におけるデジタル成長をリードする。

募集職種

人材紹介会社

Expert Executive Recruiters (EER Global)

採用企業名

Expert Executive Recruiters

求人ID

1586335

業種

小売

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

東京都 23区, 港区

最寄駅

銀座線、 表参道駅

給与

1100万円 ~ 1300万円

勤務時間

Mon - Fri

更新日

2026年04月25日 00:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル

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

E-Commerce Senior Manager – Japan

An international consumer brand is hiring an **E-commerce Senior Manager, Japan** to own and accelerate its online business across leading marketplaces and direct-to-consumer channels. The role sits within the Sales organization in Tokyo and is central to driving profitable digital growth in a complex, global matrix setup.

This position is ideal for a commercially driven **senior e-commerce leader** who enjoys end-to-end ownership of performance on platforms like Rakuten and Amazon, while building the future Brand.com (DTC) presence in Japan. The role combines full P&L responsibility, strategic planning, and hands-on execution together with local partners and international e-commerce teams.

Job Responsibilities:

- Own the full e-commerce business in Japan with primary responsibility for Rakuten and Amazon Japan, and future leadership of Brand.com (DTC).
- Translate global e-commerce objectives into clear local execution plans, including annual targets, forecasts, and long-term growth strategies.
- Hold full EC P&L ownership, ensuring profitable growth and alignment with global performance standards and governance.
- Lead assortment, merchandising, PDP optimization, content, ratings & reviews, and conversion-focused initiatives on key platforms.
- Own promotional planning and investment levels, including post-campaign ROI analysis and continuous optimization.
- Ensure strong operational execution across stock availability, logistics coordination, and marketplace/platform requirements.
- Build and manage weekly and monthly forecasts, proactively closing performance gaps when results are off track.
- Lead and manage local agencies and external partners (media, marketplace, affiliate) to deliver on growth and brand objectives.
- Drive planning and execution of Brand.com Japan in partnership with global DTC and technology teams.
- Participate in global planning cycles, business reviews, and strategy forums, sharing local insights and best practices.
- Build and lead a high-performing local e-commerce team, including internal resources and external partners.

If you're excited to drive brand growth and shape the future of business across Japan, we'd love to hear from you.

スキル・資格

Requirements:

- MUST: Bachelor's degree in a relevant field (e.g., Business, Marketing, Economics) required.
- MUST: 8–10 years of senior e-commerce leadership with deep P&L responsibility and ownership of 1M USD+ (≈ ¥100M) budgets.
- MUST: Fluent in Japanese and English, with strong communication skills in a multinational environment.
- Proven end-to-end ownership of core e-commerce KPIs, including sales, ROAS/TACOS, margin, conversion, and stock health.
- Strong commercial and analytical judgment, including forecasting, ROI management, and performance recovery plans.
- Senior experience managing Amazon and/or Rakuten, with a deep understanding of marketplace operations and pricing.
- Experience operating within a matrix, global organization, collaborating with regional and international stakeholders.
- Background in luxury beauty within a global brand environment is preferred but not strictly required.

会社説明