

PR/161127 | Products Manager (Sales / E-commerce)

募集職種

人材紹介会社
ジェイ エイ シー リクルートメント マレーシア

求人ID
1614542

業種
その他（商社）

雇用形態
正社員

勤務地
マレーシア

給与
経験考慮の上、応相談

更新日
2026年11月10日 07:00

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
流暢レベル

日本語レベル
無し

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

Company and Job Overview
Our client is a fast-growing B2B e-commerce platform specializing in fresh food and produce distribution. As part of its digital transformation journey, they are seeking a Product Manager to drive growth, customer retention, upselling, and cross-selling through digital features.

Job Responsibilities

- Own the recommendation and personalization initiatives within the EC by clearly defining business problems, documenting requirements, and ensuring delivered solutions meet expectations.
- Drive the automation of upselling and cross-selling capabilities within the EC, replacing existing manual processes with scalable workflows.
- Establish customer retention data capture mechanisms and retention strategies, and successfully implement them within the EC ecosystem.

- Identify gaps in purchase data and CRM (HubSpot), and lead the necessary enhancements to improve data quality, visibility, and effectiveness.
- Define success metrics prior to launch, measure outcomes post-release, and continuously optimize through a structured improvement cycle.
- Partner closely with the Sales and Customer Success teams to translate customer needs and feedback into a prioritized product backlog.
- Analyze customer Lifetime Value (LTV) and contribution margin at the customer level, and spearhead initiatives aimed at achieving a 4% improvement target.
- Take ownership of departmental KPIs by being accountable for overall business outcomes and impact, not just feature delivery.

Job Requirements

- Possesses 8 years of experience with at least 3 years of product management experience in e-commerce/commercial environments, with ownership of product strategy, roadmap, and feature delivery
- Proven track record of managing products end-to-end, including problem identification, requirements gathering, feature implementation, validation, and performance measurement.
- Strong data-driven and cross-functional collaboration skills, with experience in personalization/recommendation initiatives and partnering with Sales and Customer Success teams to translate customer needs into impactful features.
- Strong technical and analytical foundation, with the ability to write basic SQL for data validation, understand system architecture, and assess the impact of changes across interconnected services.
- Effective collaborator with engineering teams, capable of discussing technical trade-offs, prioritizing practical solutions, and working efficiently in AI-assisted development environments
- Applicants must be Malaysian citizens or hold valid work authorization

Interested applicants, feel free to click APPLY NOW

#LI-JACMY
#countrymalaysia

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会社説明