

PR/087636 | eCommerce Specialist (Italian Speaking) (m / f / d)

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 ドイツ

求人ID
1616790

業種
小売

雇用形態
正社員

勤務地
イタリア

給与
経験考慮の上、応相談

更新日
2026年11月10日 09:00

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
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

Applicants must have a valid working permit in Italy

Company and Job Overview

A family-run Japanese company with more than 200 years of history is looking for an eCommerce Specialist (m/f/d), located in Milan, Italy.

Reporting to the Head of eCommerce, this role is responsible for driving eRetailer and category performance while ensuring optimal trade revenue and profitability.

With full budget accountability in alignment with the line manager, the position focuses on building strong, influential relationships with key eRetailers and collaborating with internal stakeholders to deliver actionable insights and innovative solutions. The role will lead the development and execution of mutually beneficial joint business plans that foster sustainable growth for the eCommerce channel and the overall market.

Job Responsibilities

In this position, you will lead and coordinate the eCommerce channel in close collaboration with local market teams. You will drive growth, strengthen client relationships, and ensure operational excellence in the digital space.
Your main responsibilities include:

- Lead eCommerce Strategy: Develop and execute strategies to grow online sales, traffic, and customer loyalty across key platforms and emerging eRetailers.
- Manage Key Accounts: Act as the primary contact for major eRetailers (e.g., Amazon,…), ensuring strong partnerships and tailored solutions.
- Drive Sales Performance: Oversee distribution, revenue, and budget targets for the eRetailers, ensuring alignment with business objectives.
- Plan & Execute Listings: Prepare and implement annual plans, product listings, and promotional activities to maximize visibility and conversion.
- Analyze Market & Assortment: Monitor market trends, competitor activity, and assortment opportunities to identify new revenue streams.
- Monitor & Report KPIs: Track account performance, provide regular reporting, and ensure achievement of agreed KPIs.
- Collaborate Cross-Functionally: Work closely with marketing, shopper CX, supply chain, and INE colleagues to share best practices and support overall growth.
- Ensure Compliance & Control: Maintain operational standards, budget adherence, and compliance in all Digital Commerce activities.
- Represent the Brand: Participate in trade fairs and industry events to strengthen presence and build strategic relationships.

Job Requirements

- University degree or equivalent qualification
- 2–4 years of experience in e-commerce, digital sales, or key account management (FMCG preferred)
- Experience with Amazon or similar platforms is a plus
- Strong analytical and commercial mindset
- Proficiency in Excel, Power BI, and analytics tools
- Excellent communication and relationship-building skills
- Fluent in Italian and English
- the applicants must hold valid work-permit either of those locations mentioned above.

  #LI-JACDE

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会社説明