ECommerce Specialist Italy

Premium Pet Food | International Growth | High Impact Role

With over 200 years of tradition and excellence, we are a proud Japanese family-owned company and one of the most innovative brands in the global pet food industry. Our premium products set standards in quality, taste, and animal well-being. Now our story is expanding across Europe - and this is where you come in. We're looking for an eCommerce Specialist who is excited to shape and accelerate our digital presence in the Italian market. Someone who is ready to help bring joy to pets and their owners… one click at a time.

🎯 What This Role Really Means

Picture yourself influencing how Italian pet lovers discover INABA online. You'll work with major eRetailers, refine digital strategies, and turn insights into sustainable growth. As our **eCommerce Specialist for Italy**, you'll be the heartbeat of our digital channel driving performance, building relationships, and bringing our brand to life online.

💼 What You'll Do

📈 Shape the Future of Our Online Presence

- Develop and execute strategies that grow revenue, visibility, and customer loyalty.
- Explore and evaluate new eCommerce opportunities.

🤝 Own the Relationship with Key eRetailers

- Act as the primary contact for platforms like Amazon and other major players.
- Build long-term, mutually beneficial partnerships.

📊 Turn Data Into Smart Decisions

- Monitor KPIs, analyze performance, and deliver actionable insights.
- Track competitor behavior and identify new growth paths.

🛒 Make Our Products Shine Online

- Manage listings, annual plans, content updates, and promotional calendars.
- Ensure flawless digital shelf presence.

🌍 Collaborate Across Europe

- Work closely with marketing, supply chain, shopper CX, and regional teams.
- Share best practices and support broader company initiatives.

🎪 Represent INABA With Pride

- Attend trade shows and industry events to expand our network and elevate our presence.

✨ **Who You Are**
You thrive at the crossroads of **strategy, creativity, and data**. You're energized by eCommerce's fast pace and passionate about building something meaningful.

🎓 **Your background**
- University degree or equivalent training
- 2–4 years of experience in eCommerce, digital sales, or key account management (FMCG preferred)
- Experience with Amazon or similar platforms is a plus

🧠 **Your strengths**
- Strong commercial awareness
- Data-loving, insight-driven mindset
- Skilled in Excel, Power BI & analytics tools
- Excellent communicator and relationship builder
- Fluent in **Italian and English** (additional languages like French = bonus)

💡 **Your mindset**
- Proactive and action-oriented
- Adaptable and comfortable with change
- Customer-focused and results-driven
- Collaborative and eager to grow

🌟 **What You Bring to the Team**
- Deep curiosity and drive
- A customer-first approach
- Ability to turn insights into meaningful action
- Strong organizational and prioritization skills
- Confidence in navigating digital landscapes

😼 **Why Join INABA?**
Because you want to be part of a brand with a rich past — and an exciting future.
Because your work here brings joy to millions of pets and their owners.
Because you're excited to help build something bold and new in Europe.

🏭 **Industry**
Animal Feed Manufacturing

🕑 **Employment Type**
Full-time

Join a company where tradition meets innovation and where your contribution truly matters.

We look forward to receiving your application at:

Recruiting@inaba-foods.co.jp

Please send your CV, relevant references, and a short motivational letter outlining why you are the perfect fit for this role.