

Senior Product Manager, JP Books

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Company: Amazon Japan G.K.

Location: Japan

Category: other-general

We are looking for an accomplished and analytical Senior Product Manager to join the JP Books Pricing team. As part of the team, you will help identify and drive our roadmap of initiatives to improve price competitiveness and price perception in JP.

The Senior Product Manager owns/supports: 1) Pricing Strategy – helping to define, build and deliver pricing strategies, products and programs that build customer trust, and 2) Pricing Operations – managing day-to-day pricing activities and auditing the impact of pricing on the business. This role is inherently cross-functional – you will work with diverse stakeholders and partner teams including other Pricing teams, central tech/ops teams, VM/Finance/Legal/Marketing, as well as stay closely connected to various global teams at Amazon to assist the delivery of the best pricing experience for customers.

To be successful in this highly visible role, you should be able to work autonomously in a dynamic and fast-paced environment, think big and be comfortable navigating high levels of complexity and ambiguity. You should have strong business acumen and communication/stakeholder management skills, be comfortable analyzing data to provide data-driven recommendations, and be able to partner with stakeholders to define key business questions and deliver solutions. You will be expected to have a detailed understanding of our business while never losing sight of the broader problems we are trying to solve.

Key job responsibilities

- Define and deliver on a roadmap of pricing strategies, products and programs to delight customers and drive growth
- Partner with other teams (e.g. Pricing, tech/ops teams...) to deliver complete solutions that support business needs
- Manage projects from start to finish, including stakeholder management and communication of results, insights and recommendations
- Drive/support prioritization discussions internally and with partner teams
- Develop and maintain pricing intelligence, enabling data-driven decision making by senior leaders
- Help senior leaders make customer impacting decisions in real time
- Support JP/WW Books Pricing business reviews
- Build and manage relationships with key senior stakeholders
- Mentor other team members, help shape our culture, and bring knowledge to the team
- Ability to work with sensitive content, including culturally sensitive and adult content

We are open to hiring candidates to work out of one of the following locations:

Tokyo, 13, JPN

BASIC QUALIFICATIONS

- Bachelor's degree or equivalent
- 10+ years of work experience in analytical roles such as Product Management, Program Management, Pricing, or similar
- Experience owning/driving roadmap definition
- Experience in partnering with business owners to understand requirements and develop supporting analysis to solve business problems.
- Strong verbal/written communication skills, including an ability to effectively develop and communicate clear, thoughtful, and comprehensive recommendation/analyses
- Demonstrated ability to manage and prioritize workload and roadmaps
- Be self-driven, and show ability to deliver on ambiguous projects
- Experience in influencing senior leadership through data driven insights
- Experience working across functional teams and senior stakeholders
- Strong analytical abilities
- SQL and MS Excel fluency

PREFERRED QUALIFICATIONS

- Demonstrated ability to work with technical concepts and technical teams
- Experience with end-to-end product delivery
- Experience developing user stories or product/business requirement documents
- Experience communicating technical concepts to a non-technical audience
- Experience building relationships in a complex organization
- International or global work experience

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The salary information can be provided individually prior to the 1st interview
賃金に関する条件は、次面接の前に個別にご案内することができます

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