マーチャントソリューションズマネージャー/ Merchant Solutions Manager

Exclusive job

年収1000万まで｜WFH 2 Days

Job Information

Recruiter
Advisory Group K.K.

Hiring Company
Well Known Fintech / BNPL Company

Job ID
1466992

Industry
Internet, Web Services

Company Type
Large Company (more than 300 employees)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ 10 million yen

Refreshed
November 15th, 2026 06:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
Permission to work in Japan required

Job Description

- Lead, negotiate, and execute co-marketing campaigns with strategic merchants
- Identify business challenges and develop marketing programs to boost conversion, AOV, and repeat usage
- Work closely with Sales, Brand, Product, and UX to shape better customer experiences
- Build long-term partnerships and drive sustainable growth

Required Skills

- 5+ year experience in partner marketing, account management, or strategic partnerships

- Ability to take a project from idea → negotiation → execution
- Strong communication skills & cross-functional collaboration
- Bilingual in Japanese & English
- Solution-oriented mindset (you see problems as opportunities)

Company Description