



## 【Payment Channel Business Development Manager】 Great Opportun

### Job Information

**Recruiter**

SPOTTED K.K.

**Hiring Company**

【Payment Channel Business Development Manager】 Great Opportunity

**Job ID**

1477968

**Industry**

Other (Banking and Financial Services)

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Meguro-ku

**Salary**

13 million yen ~ 15 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Refreshed**

January 23rd, 2026 18:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Other Language**

Chinese (Mandarin) - Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

### Job Description

One of the leading global FinTech company is looking to expand its operations in Japan and this Payment Channel Business Development Manager role is critical to drive the growth of their payment channels and partnerships in the Japanese market.

### Required Skills

- Comprehensive knowledge of the Japanese payment landscape and hands-on experience (ideally with card companies, payment processors, and digital wallet providers).
  - Proven track record in business development, partner sales, or merchant acquisition.
  - Demonstrated experience with large global merchants and prominent payment entities.
  - Proficiency in crafting marketing strategies to drive payment growth for key merchants.
  - Language Proficiency: Native-level fluency in Japanese, along with business-level proficiency in English or Chinese.
  - Global mindset, adept at collaborating with multinational teams, and possessing a curious disposition.
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## Company Description