



【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.

Company Description