



【Business Development Manager】 One of World's Largest Fintech

Job Information

Recruiter

SPOTTED K.K.

Hiring Company

【Business Development Manager】 One of the World's largest Fintech

Job ID

1477969

Industry

Other (Banking and Financial Services)

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Meguro-ku

Salary

12 million yen ~ 13 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

December 26th, 2025 18:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Other Language

Korean - 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 Business Development Manager role is critical. This person will work closely with existing partners (Medium and large merchants) to increase the sales volume in Japan through different initiatives, aiming to gain market share/boost user acquisition.

Required Skills

- Experience in Payment solutions or similar services.
- Relevant experience working closely with Merchants (Retailers)
- Possess an extensive knowledge of the local market, particularly in the realm of inbound tourism.
- Familiarity with similar digitalization solution products and their marketing approaches
- Relevant working experience of above 5 years, prefer to be in acquirers function in an internet/digitalization solution field.
- Excellent leadership and execution skills, a good team player who is strong in project coordination and cross-functional influence
- Fluent Japanese language skills (English or Mandarin skills is a plus)

Company Description