



**SPOTTED**  
RECRUIT

THE HOME OF STARTUP RECRUITMENT  
都内テクノロジー・スタートアップ企業の求人多数

## 【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

January 23rd, 2026 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