



## 【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)

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