



**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

## 【Global Remittan Business Development Manager】

### Job Information

#### Recruiter

SPOTTED K.K.

#### Hiring Company

Great Opportunity with the world's largest Fintech company.

#### Job ID

1477970

#### Industry

Other (Banking and Financial Services)

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

13 million yen ~ 15 million yen

#### Salary Bonuses

Bonuses paid on top of indicated salary.

#### Refreshed

February 20th, 2026 17:00

### General Requirements

#### Minimum Experience Level

Over 3 years

#### Career Level

Mid Career

#### Minimum English Level

Fluent

#### 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 Global Remittance Business Development Manager role is critical for analysis and planning for business remittance development, while cultivating partnerships with customers.

### 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