



【Head of Japan】 LA本社 | 外資系 | 日本法人立ち上げ

アメリカ本社 | ゲーム業界向け決済ソリューションサービスを提供

## Job Information

### Hiring Company

Xsolla Japan

### Job ID

1539369

### Industry

Internet, Web Services

### Company Type

Large Company (more than 300 employees) - International Company

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards, Minato-ku

### Train Description

Nanboku Line, Azabu Juban Station

### Salary

Negotiable, based on experience

### Holidays

土日祝日

### Refreshed

June 24th, 2025 13:00

## General Requirements

### Minimum Experience Level

Over 10 years

### Career Level

Mid Career

### Minimum English Level

Fluent

### Minimum Japanese Level

Native

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

### RESPONSIBILITIES

- Identify, develop, and manage business opportunities with developers, publishers, and gaming partners.
- Build and maintain strong relationships to expand Xsolla's presence and achieve revenue growth targets.
- Serve as a primary point of contact for clients and partners, providing tailored solutions to meet their needs.
- Negotiate strategic deals to establish and strengthen partnerships.

- Develop and implement operational strategies, policies, and procedures.
- Collaborate with cross-functional teams to align business strategies with Xsolla's objectives.
- Analyze market trends and partner performance to identify growth opportunities and optimize strategies.
- Represent Xsolla at industry events, conferences, and networking opportunities.
- Communicate Xsolla's value proposition effectively and advocate for innovative ideas that drive client success.
- Support the professional development of team members through feedback and mentorship.
- Oversee daily operational activities, ensuring efficiency and quality standards.
- Ensure compliance with industry regulations and company policies.
- Establish key performance indicators (KPIs) to monitor operational success.

## ABOUT YOU

We are looking for a Head of Japan who is innovative, results-driven, and an exceptional communicator to join our global team. The best candidate will thrive in a fast-paced, collaborative, and exceptionally dynamic environment and is excited to build and optimize operational frameworks, scale processes for growth, and drive efficiencies across a global and evolving organization.

Strong analytical skills, leadership capabilities, and operational expertise are essential, along with experience in the cryptocurrency, blockchain, or fintech industries. The ability to lead cross-functional teams, manage competing priorities, and implement innovative solutions will be key to your success in this role.

If you're passionate about driving business growth, supporting game developers, and expanding the reach of innovative gaming solutions, and love building impactful partnerships in the gaming ecosystem, we would love to hear from you!

## ABOUT US

At Xsolla, we believe that great games begin as ideas, driven by the curiosity, dedication, and grit of creators around the world. Our mission is to empower these visionaries by providing the support and resources they need to bring their games to life. We are committed to leveling the playing field, ensuring that every creator has the opportunity to share their passion with the world.

Headquartered in Los Angeles, with offices in Berlin, Seoul, and beyond, we partner with industry leaders like Valve, Twitch, and Ubisoft to clear the paths for innovation in gaming. Our global reach spans over 200 geographies, offering more than 700 payment methods in 130+ currencies.

**Longevity. Opportunity. Vision. Enjoy the game!**

### Why Join Us?

Opportunity to work with a fast-growing global brand.  
 Competitive salary and performance-based incentives.  
 Flexible work environment (remote, hybrid, or in-office options).  
 Collaborative and innovative team culture.  
 Career growth opportunities in a dynamic and expanding market.

If you're passionate about operational strategies and gaming, and want to make an impact in the Japan region, we'd love to hear from you! Apply now and be part of our journey.

---

## Required Skills

### QUALIFICATIONS

#### Required:

- Bachelor's degree in Business, Economics, or a related field.
- Minimum of 8 years of professional experience in business development, sales, or a related area.
- Strong network of professionals within the Japanese gaming industry.
- Proven ability to negotiate and close high-value deals.
- Strong strategic thinking and problem-solving abilities.
- Excellent leadership and people management skills.
- Deep understanding of gaming industry trends, particularly in mobile games and related business models.
- Excellent communication and interpersonal skills.
- Highly organized with the ability to manage multiple priorities in a fast-paced environment.
- Passion for video games and the gaming ecosystem.
- Willingness to travel internationally up to 30%.
- Must be legally authorized to work in Japan and Japanese native level (JLPT-N1) is required.
- Verbal and written English fluency at a native level is required.

#### Preferred:

- Experience working with entrepreneurial organizations or start-ups.
- Ability to define and track key performance indicators for business success.
- Experience collaborating on cross-functional projects.
- Proven track record of inspiring and supporting team development.
- Strong problem-solving and strategic thinking skills.

---

## Company Description