



## Channel Partnership Manager

### Job Information

**Hiring Company**[KPay Japan KK](#)**Job ID**

1543354

**Industry**

Other (Banking and Financial Services)

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Chuo-ku

**Salary**

8 million yen ~ 15 million yen

**Work Hours**

9:30am - 6:30pm (Core working hours 10:30 AM to 4:00 PM)

**Refreshed**

August 5th, 2025 04:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

**About KPay :**

KPay Group (KPay) is a leading fintech company dedicated to empowering businesses of all sizes with simple, smart, seamless and secure technology solutions. Serving over 59,000 merchants across Australia, Hong Kong, Japan and Singapore, KPay is unleashing merchants' growth potential by building a one-stop platform for financial management, business operations and digital transformation. KPay secures a record USD55 million in 2024, marking the largest series A fundraise globally in the payments sector of the year.

**Role Overview:**

As the Channel Partnership Manager, you will be responsible for building and maintaining relationships with our network of agencies and partners, driving channel sales, and helping expand our distribution footprint. You will play a pivotal role in enhancing the growth of our business by identifying new partnership opportunities and ensuring the success of our existing partnerships.

**Key Responsibilities:**

- **Partner Relationship Management:** Manage and nurture relationships with key agencies, resellers, and distribution partners to drive revenue growth
  - **Sales Channel Expansion:** Identify and pursue new partnership opportunities, strategically expanding our sales channels in both new and existing markets
  - **Sales Enablement:** Provide partners with the necessary tools, resources, and training to effectively sell our payment terminal solutions
  - **Collaborative Strategy Development:** Work closely with the sales, marketing, and product teams to develop joint go-to-market strategies and campaigns with partners
  - **Performance Monitoring:** Track the performance of channel partners, analyze sales data, and provide actionable insights to optimize channel performance
  - **Negotiation & Contracting:** Negotiate terms and agreements with partners to ensure mutual benefits and long-term collaboration
  - **Market Research:** Stay up-to-date with market trends, competitive landscape, and industry shifts to identify growth opportunities
  - **Reporting & Feedback:** Regularly report on channel performance, sales forecasts, and provide feedback to internal teams on partner needs and product improvements.
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## Required Skills

### Qualifications:

- Proven experience in channel sales, partnerships, or business development, preferably in the payment services or fintech industry
- Strong network and understanding of the agency or reseller ecosystem
- Exceptional relationship-building and negotiation skills
- Strategic thinker with the ability to identify new business opportunities
- Excellent communication and presentation skills
- Ability to work independently and as part of a team in a fast-paced, evolving environment
- A results-driven mindset with a focus on revenue growth and partner success
- A passion for the payments industry and technology-driven solutions

### Preferred:

- Experience working with payment terminals or similar technology products
  - Familiarity with CRM tools and data analytics platforms
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## Company Description