



SaaS Sales & Payment Partnership Specialist

Job Information

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

1543355

Industry

Other (Banking and Financial Services)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chuo-ku

Salary

5 million yen ~ 8 million yen

Work Hours

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

Refreshed

July 1st, 2025 10:00

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:

We're looking for a driven and strategic **SaaS Sales and Payment Partnership Specialist** to accelerate our go-to-market efforts. You'll play a dual role—owning key SaaS sales cycles while building and managing strategic partnerships with payment providers, ISVs, and financial institutions. If you have a deep understanding of SaaS and embedded payments and know how to build commercial value through partnerships, this role is for you.

What You'll Do

- Drive outbound and inbound sales for our SaaS platform targeting fintechs, marketplaces, and vertical SaaS businesses
 - Identify, negotiate, and launch strategic partnerships with payment processors, banks, PSPs, and other ecosystem partners
 - Manage full sales and partnership lifecycles from discovery to close and onboarding.
 - Collaborate cross-functionally with product, legal, and marketing teams to deliver on integration and co-marketing strategies
 - Build and execute joint go-to-market plans with partners to unlock new revenue opportunities
 - Analyze performance of partner channels and optimize based on conversion, revenue, and retention metrics
 - Maintain a pulse on market trends in payments, embedded finance, and SaaS GTM strategies
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Required Skills**Must Have**

- 1+ years of experience in SaaS sales, fintech partnerships, or business development
- Strong grasp of payment infrastructure, APIs, and SaaS revenue models
- Demonstrated ability to close six-figure deals and/or scale partner-led sales
- Excellent communication and negotiation skills with both technical and commercial stakeholders
- Self-starter with the ability to manage ambiguity and drive initiatives independently.

Nice to Have

- Experience working at or selling to vertical SaaS platforms or marketplaces
 - Exposure to ISO, PayFac, or embedded finance models
 - Comfort with basic technical concepts (e.g., APIs, webhooks, integrations)
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Company Description