



## Product Owner – Japan/Bilingual/Visionary/Remote/Flextime

Shape the future of gaming in Japan

### Job Information

**Hiring Company**

Xsolla Japan

**Subsidiary**

Xsolla Japan株式会社

**Job ID**

1546888

**Division**

Product – GameTech

**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 Station

**Salary**

11 million yen ~ 14 million yen

**Holidays**

土日祝日

**Refreshed**

August 12th, 2025 02:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent (Amount Used: English usage about 50%)

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

**About the job**

We are looking for a talented **Product Owner** who is deeply immersed in the Japanese market who is capable of adapting and localizing global solutions to the expectations of Japanese players and studios, who can lead discovery with Japanese partners (AAA, midcore, and hypercasual), who understands the limitations and features of monetizations in Japan (carrier billing, convenience store payments, and cultural restrictions) who can work in conjunction with Sales and Success teams in the region, and who can form and prioritize a roadmap of solutions, features, and frameworks in demand by Japanese developers.

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

This role will be based out of our Japan office and is onsite.

### Core Responsibilities

- Maintaining full-cycle ownership of Japanese products and adaptations of D2C solutions
- Product discovery with local partners
- Adapting features, interfaces, flow, and documentation to Japanese realities
- Collecting and processing user and business analytics for features, activities, A/B tests
- Building a link between the global Xsolla product strategy and the local ones realities
- Maintaining roadmap and product documentation in English and Japanese
- Working with Design, Success, Data and Engineering teams

### ABOUT XSOLLA:

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 influencer marketing and gaming, and want to make an impact in the Japan's region, we'd love to hear from you! Apply now and be part of our journey.

### Required Skills

#### REQUIREMENTS:

##### [ Required ]

- Experience as a Product Owner or Product Manager in the Japanese market for at least 3 years
- Experience in the gaming industry (development, publishing or platforms)
- Deep understanding of monetization models in the Japanese market:
  - Gacha
  - Subscriptions & LiveOps
  - D2C cases: Web Shops, external top-ups, in-game campaigns
  - Knowledge of key payment instruments in Japan: Konbini, Line Pay, Carrier Billing
  - Proficiency in Japanese at least at the JLPT-N2 level
  - Experience interacting with Japanese B2B clients or publishers
  - Knowledge of English at the upper-intermediate level and above
  - Understanding of user patterns of Japanese players (retention orientation, social mechanics, visual preferences)

##### [ Bonus Points ]

- Work experience in an international company
- Experience in bringing a global product to the Japanese market
- Experience with BI / analytics / A/B testing / marketing
- Understanding of Japanese legislation regarding advertising, gacha, children and online payments

### Company Description