Senior IT Product Manager

Job Information

Recruiter
Hi-Tech Japan K.K.

Job ID
1556125

Industry
Software

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
10 million yen ~ 12 million yen

Refreshed
November 1st, 2026 01:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

♦ Product Strategy & Vision -Define 3-year roadmap for CRM strategy
♦ Delivery Leadership -Lead cross-functional squad (UX, BE/FE, QA) through discovery → MVP → GA; manage backlog and OKRs.
♦ Guest & Hotel Insights -Run user interviews, cohort analyses, and Jobs-to-be-done research; translate insights into product requirements.
♦ Data & Experimentation -Own KPIs, build dashboards, run A/B tests on accrual rates, redemption UX, and tier triggers.
♦ Point Economics & Compliance -Model breakage/liability, ensure IFRS-15 revenue recognition, and set fraud-prevention policies.
♦ Stakeholder Management -Align hotel brands, channel managers, payment partners, and accounting teams on APIs, SLAs, and co-marketing.
♦ Thought Leadership -Evangelize loyalty best practices, mentor junior PdMs, and contribute to a product-led culture.

Required Skills

● Bachelor’s degree or equivalent practical experience.
● 5 + years of product-management experience shipping B2B2C SaaS or loyalty/CRM platforms.
● Demonstrated success scaling rewards, subscription, or points-based businesses.

- Strong analytical skills (SQL, product analytics, financial modeling).
- Self-starter who thrives in fast-paced, globally distributed environments.
- Hospitality, travel, fintech, or e-commerce domain expertise.
- Experience with AI/LLM-powered personalization or chat-based loyalty.
- Track record of international partner integrations (payment gateways, airline/hotel alliances).

Company Description