



【MNC | Collaborate with global teams】 Payments Sales Manager

International Work Environment

Job Information

Hiring Company

Checkout Kabushiki Kaisha

Job ID

1569442

Industry

Internet, Web Services

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 10 million yen

Work Hours

In accordance with company regulations

Holidays

In accordance with company regulations

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- Propose and lead the implementation of next-generation payment solutions for enterprises
- Experience the satisfaction of driving business expansion through autonomy and direct impact at a rapidly growing Fintech company
- Maximize customer value through strategic payment design while engaging directly with C-level executives
- Enjoy an environment with unlimited performance-based commissions and flexible hybrid work arrangements

【Job Responsibilities】

Checkout.com is actively looking for an enthusiastic and talented Payments Sales Manager to join our Commercial Payments

Team to drive rapid growth across various industries for our revolutionary online payment solution.

If you are a driven and focused salesperson with a proven track record of success selling direct payment solutions to enterprise companies, in a high-growth and competitive environment, this is the role for you. In return, on top of a tremendous working environment, we offer you an unrivaled uncapped recurring commissions plan, hybrid work model and competitive benefits package.

The Sales Manager will play a key role in growing Checkout.com's payments footprint. They will be responsible for selling Checkout.com's full payments technology stack to middle market and large enterprise organizations.

Along the way, you'll collaborate closely with various in-house talents across Technology and Business to position our capabilities, products, services and solutions effectively with prospects.

■How you'll make impact:

- Acting as a consultative Payments strategist able to advise companies on an optimal payments structure that pulls from a myriad of solutions Checkout.com provides
- Identify, qualify and close the most promising prospects and partners that will help Checkout.com grow a healthy pipeline across various verticals.
- Build prospect engagement strategies and partner with marketing, business development, product and other departments to build qualified that pipeline in cold and warm channels
- Pitch our next-generation payment solutions and value-added services
- Prepare high-quality presentations and proposals for C-suite stakeholders at prospective merchants, and implement winning negotiation strategies
- Become the expert on Checkout.com's technology stack, help new merchants understand the value of Checkout.com to solve their pain points, and handle detailed questions about our product capabilities.
- Orchestrate the entire Sales process, drive urgency and work to mutual action plans, and act as the main point of contact for merchants and internal stakeholders.
- Maintain a solid, well-organized portfolio and nurture key accounts by having a deep understanding of their industry, pain points, and needs.
- Partner with other Payment Sales Managers to share best practices, key business insights and industry trends.
- Provide feedback on local trends including competitor insights, customer needs, sales, product and marketing information.

【Employment Type】

Permanent employee

【Salary】

Based on experience and skill level

【Working Hours】

In accordance with company regulations

【Work Location】

In accordance with company regulations

【Holidays & Leave】

In accordance with company regulations

【Benefits & Welfare】

In accordance with company regulations

Required Skills

Qualifications:

- 5+ years Enterprise Sales experience directly in the Payments industry
- Track record of high performance, and self sourcing leads
- Highly motivated and committed to growth and development with excellent communication skills
- Solid network of potential prospects and partners within the payments landscape
- Tech-savvy, with a passion for Fintech and Payments
- Strong commercial acumen, ability to effectively negotiate complex structures

Desire an independent:

- high-achieving individual that stands out in an entrepreneurial environment and has the grit and desire to outperform sales targets.

Company Description