SPOTTED RECRUIT

THE HOME OF STARTUP RECRUITMENT
都内テクノロジー・スタートアップ企業の求人多数

【Senior Product Manager - Payments】Global B2B2C SaaS

Job Information

Recruiter
SPOTTED K.K.

Hiring Company
TravelTech SaaS AI Company Expanding Globally

Job ID
1571365

Industry
Other (Hospitality)

Company Type
Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio
Majority Non-Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ 12 million yen

Refreshed
February 18th, 2026 00:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level (Amount Used: English usage about 75%)

Minimum Japanese Level
Business Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

After a successful IPO, this fast-growing and highly profitable AI SaaS company has not only massively extended their product range, but also expanded overseas with operations in 9 countries across APAC and North America, and several acquisitions of direct competitors.

As part of this ongoing growth, they're now actively hiring for a Senior Product Manager for their payments platform - used by thousands of clients and millions of travellers globally .

In this role, you will sit at the heart of the company's global expansion, own the vision, strategy, and delivery of the global payments platform, and directly contribute to their ambitious revenue targets.

Key Responsibilities

- Define and own the global payments vision, strategy, and roadmap across Japan and international markets
- Drive transaction economics, optimizing costs, pricing, and profitability
- Act as product owner for PCI compliance, security, fraud prevention, and risk management
- Lead the end-to-end product lifecycle, delivering high-scale, high-transaction payment solutions
- Use data, analytics, and financial modelling to prioritize initiatives and inform decisions
- Align stakeholders across internal teams and external partners to ensure smooth execution

Required Skills

Requirements

- 5+ years of product management experience in B2B2C SaaS
- Strong payments domain experience (gateways, multi-currency, wallets, compliance)
- Outcome-driven mindset with strong analytical and financial skills
- Comfortable operating at both strategic and hands-on levels
- Experience in global, fast-paced environments
- High proficiency in data analysis and financial modeling
- Fluent in both Japanese & English

Nice to Have

- Experience with API-first platforms and AI / automation use cases
- Familiarity with AI or ML-driven fintech solutions
- Background in hospitality, travel, fintech, or e-commerce

Why Join?

- Collaborate with international team across boarders in an English-speaking environment
- Great work-life balance with flex-time (no core hours) and hybrid/remote work options
- High employee satisfaction with extremely low turn-over rates
- Clear and individualised performance review and career progression plans

Company Description