



## Senior Product Manager – Pricing & Revenue Optimization (AI)

**Ownership in revenue-critical system**

### Job Information

#### Recruiter

[Skillhouse Staffing Solutions K.K.](#)

#### Hiring Company

Growing global B2B2C SaaS, headquartered in Japan | Payments & A

#### Job ID

1579528

#### Industry

Internet, Web Services

#### Company Type

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

#### Non-Japanese Ratio

About half Japanese

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

10 million yen ~ 15 million yen

#### Work Hours

No core hours, flex working hours, 8 hours work. 3 days WFH

#### Holidays

Saturdays, Sundays, and national holidays, Annual paid vacation

#### Refreshed

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### 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

Own and improve the pricing and promotion systems that directly affect customer revenue in live, high-volume environments

Own and improve the pricing and promotion systems that directly affect customer revenue in live, high-volume environments. In this role, your product decisions connect product design, data, and business results, with a clear impact on revenue!

**Why should you apply:**

- Work in a mid-sized global SaaS where product decisions are visible to executive leadership and have direct commercial impact
- Take responsibility for revenue-critical pricing and promotion systems, influencing conversion, ADR, and net revenue performance
- Lead the evolution from rule-based configuration to algorithmic, data-driven optimization in a production environment

**Responsibilities:**

- Own the end-to-end product roadmap for Rate Management & Promotions, one of the company's most critical revenue-driving domains
- Define and execute a dual-horizon strategy: Strengthen and modernize existing pricing systems / Lead evolution toward an Autonomous Revenue Agent powered by AI
- **Instead of just building a settings page for hoteliers to manually input rates, you will design the "brain" that enables our AI to define pricing strategies, structure promotions, and maximize revenue automatically.**
- Design the core pricing and promotion "brain", enabling automated yield optimization rather than manual rate input
- Partner closely with ML Engineers to validate algorithmic pricing logic against real commercial outcomes (ADR, RevPAR, conversion uplift)
- Drive decisions using data analysis, financial modeling, and KPI tracking
- Manage Japanese vendors, client meetings, and customer support coordination as needed

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**Required Skills****Required Skills:**

- Product & Payments Experience: 5+ years in B2B2C SaaS product management in high scale, algorithmic decision making system.
- Results & Strategy: Outcome-focused — drives revenue, conversion, and customer impact; able to define high-level strategy and also handle detailed product work when needed.
- Data & Decision-Making: Comfortable using data, analysis, and financial modeling to guide product decisions and solve problems.
- Bilingual: Business level Japanese (between JLPTN2 to N1 Equivalent) and English (Business level)

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**Company Description**