



Senior Product Manager (Payments) - E only!

English Only OK!

Job Information

Recruiter

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

Job ID

1586660

Industry

Internet, Web Services

Company Type

Small/Medium Company (300 employees or less)

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 15 million yen

Work Hours

Flextime

Holidays

weekend, National Holidays, Year-end and New Year Holiday etc

Refreshed

April 28th, 2026 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent (Amount Used: English Only)

Minimum Japanese Level

None

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

A TravelTech is hiring for a **Senior Product Manager - Payment**

We are seeking a highly experienced Senior Product Manager (PdM), Payments to drive the end-to-end vision, roadmap, and delivery of critical global payments platform. This role involves owning the strategy, key integrations, and strategic profit

contribution across Japan and our rapid international expansion

Responsibilities:

- Define and Own Payments Strategy: Define the global vision, strategy, and roadmap for Payments for Japan and international markets
- Drive Transaction Economics: Support the payment business model, optimizing processing costs, pricing, and financial performance to maximize profit contribution
- Ensure Compliance and Risk: Serve as the product owner for PCI compliance, security, fraud prevention, and risk management across the platform
- Lead End-to-End Delivery: Oversee the full product lifecycle, leading agile execution to deliver high-scale, high-transaction volume solutions
- Utilize Data for Decisions: Leverage extensive data analysis and financial modeling to inform product prioritization, diagnose issues, and drive key decisions
- Manage Stakeholder Alignment: Serve as the strategic bridge between Engineering, Business Development, Customer Success, and external payment partners

Why should you apply:

- Strategic leadership: Lead IT strategy, information security, and internal DX across the group
- International environment: Opportunity to participate in global projects
- Influence and autonomy: Work directly with CEO and global division heads to drive IT and operational transformation
- Experience in a high-growth company: Join a publicly listed SaaS company involved in digital transformation and AI projects
- High visibility and career opportunities: Lead a small team with autonomy, gain experience from strategy planning to execution

Company Details:

Founded in 2015 in Tokyo, this company is a cloud-based SaaS provider serving the travel and hospitality industry. Headquartered in central Tokyo, the organization employs approximately 190 professionals, with a highly multinational and diverse workforce, particularly across engineering and product teams.

The company has been publicly listed since 2022 and continues to scale as a growth-stage technology business. Its platforms are deployed across 9,900+ hotel properties globally, supporting mission-critical systems such as online reservation engines, AI-driven customer engagement tools, CRM platforms, and integrated payment solutions.

Built on modern cloud-native architecture, the systems are designed for high availability, scalability, and security, processing large volumes of real-time transactions across multiple regions. Engineering teams work on distributed systems, automation, and data-driven products to support global operations.

With an expanding presence across Asia and international markets, the company is recognized as a fast-growing TravelTech SaaS provider, focused on delivering reliable, enterprise-grade platforms for a global customer base.

Working Hours: 9:00 - 18:00 (Mon-Fri) (Flex time, no core hours, 8 hours a day)

Working Style: e.g Hybrid (3 days remote work, 2 days in office)

Holidays: Saturday, Sunday, and National Holidays, Year-end and New Year Holidays, Paid Holidays, Other Special Holidays

Required Skills

- Product & Payments Experience: 5+ years in B2B2C SaaS product management, including at least 3 years in payments (gateways, multi-currency, digital wallets, PCI compliance, fraud/risk)
- 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

Company Description