



Strategy & User Growth Manager

Up to ¥17M | Global Tech | Tokyo

Job Information

Recruiter

[PEAK Recruitment Japan K.K.](#)

Job ID

1586684

Industry

Internet, Web Services

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 17 million yen

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Key Responsibilities

- Define and execute end-to-end user growth strategy covering acquisition, activation, and retention
- Own key growth levers including campaigns, pricing, lifecycle initiatives, and incentives
- Analyze and optimize the user journey across the full funnel; identify drop-off points and drive conversion improvements
- Design and run A/B tests and experiments; translate data insights into scalable business initiatives
- Partner cross-functionally with Product, Marketing, Data, and Operations teams
- Align global strategy with local Japan market execution
- Lead strategic planning, KPI monitoring, and performance reviews for leadership

Required Skills

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- 5–10+ years in strategy/consulting, growth/user operations, or tech/digital platforms
- Strong analytical and problem-solving skills with hands-on funnel optimization experience
- Deep understanding of user behavior and growth levers in digital environments
- Ability to operate both strategically and hands-on
- Strong stakeholder management and communication skills
- Business-level Japanese and English required

Company Description