



## 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

**Refreshed**

May 13th, 2026 07:00

### 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

### Required Skills

- 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

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## Company Description