



Tech Company Strategy & User Growth Manager

Up to ¥17M | Global Tech | Tokyo

Job Information

Recruiter

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

Job ID

1586748

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

Other Language

Chinese (Mandarin)

Nice to have Mandarin

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
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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
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Company Description