



Account Executive (Enterprise Sales) Global Payment

Job Information

Recruiter

[Drake International K.K.](#)

Job ID

1610061

Industry

Other (Banking and Financial Services)

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 14 million yen

Refreshed

September 30th, 2026 09:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Join one of Japan's most successful global fintech companies, a fast-growing payments platform trusted by more than 20,000 merchants worldwide and integrated with leading global commerce and gaming platforms. Built to simplify payments across borders, the company enables businesses to access 65+ payment methods through a single, intuitive platform and is on a mission to make global commerce simpler and more accessible.

As an Account Executive, you will own the full sales cycle from opportunity development through discovery, solution consulting, commercial negotiations, onboarding coordination, and closing. This is a true hunter role focused on winning new business rather than managing existing accounts. You will engage directly with senior decision makers including founders, CEOs, country managers, finance leaders, and executive stakeholders, helping them solve complex payment and growth challenges through a consultative sales approach.

You will work closely with a highly collaborative team that includes BDRs, solution architects, pre-sales specialists, engineers, customer success professionals, operations teams, and merchant onboarding experts. While strong inbound demand, referrals, and lead generation support already exist, the company highly values individuals who can identify new market opportunities, build relationships from scratch, and open strategic enterprise accounts.

The environment is entrepreneurial, international, and highly autonomous. There are no rigid industry territories, giving you the freedom to pursue opportunities wherever your network and expertise are strongest. Successful team members come from enterprise SaaS, financial services, insurance, banking, payments, and other complex solution-selling environments. Direct payments experience is welcomed but not essential; curiosity, commercial drive, and a proven ability to win new business matter more.

The compensation package includes a highly competitive base salary, profit sharing, flexible working arrangements, remote work options, extensive learning support, language training, and a culture designed for long-term success rather than short-term commission chasing.

Company Description