【外資系デジタル決済】加盟店営業｜東京・大阪・福岡

業界未経験から決済・Fintech・インバウンド領域の専門性を高められる

Job Information

Recruiter
Morgan McKinley

Job ID
1619171

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

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General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

世界各国で決済・コマース関連サービスを展開する外資系Fintech企業にて、加盟店の拡大と事業成長を推進するポジションです。

新規加盟店の開拓から既存顧客との関係構築、地域企業とのパートナーシップ、販促施策の企画まで幅広く担当していただきます。

担当地域の事業者やパートナーと連携しながら、キャッシュレス決済の利用拡大とブランド認知の向上に貢献できる仕事です。

主な職務内容

- 担当エリアにおける新規加盟店の開拓、既存加盟店の売上・取引拡大
- 地域の事業者団体、業界団体、自治体などとの関係構築・連携推進

- 決済サービスの利用促進や売上拡大に向けたキャンペーン・販促施策の企画
- 加盟店への定期訪問、店舗内でのマーケティング施策の実施支援
- ブランド認知向上に向けたイベントや地域パートナーシップの企画・調整
- 社内関連部門と連携した加盟店エンゲージメントおよび営業成果の向上

Join a global **fintech and digital payments company** as a Merchant Growth & Partnerships Manager, helping expand its merchant network and payment business across key commercial markets in Japan.

This field-focused role combines **business development, merchant sales, account management, partnerships and local marketing**. You will acquire new merchants, grow existing accounts and develop relationships with small and medium-sized businesses (SMEs), local organisations, business associations and regional partners.

Working across Tokyo, Osaka or Fukuoka, you will also plan local campaigns, support in-store marketing and develop partnerships that increase **digital payment adoption, transaction volume and brand awareness**.

This is an excellent opportunity for a commercially driven professional who enjoys building relationships in the field and wants to develop their career across **fintech, payments, merchant acquisition and business development**.

Key Responsibilities

- Acquire new merchants and expand existing merchant accounts across assigned commercial areas in Japan.
- Drive **merchant acquisition, payment adoption and transaction growth** through proactive business development and account management.
- Build and maintain relationships with SMEs, local business groups, industry associations and public-sector partners.
- Identify merchant requirements and develop commercial initiatives that support engagement and account growth.
- Plan and execute local promotions and marketing campaigns designed to increase customer usage and merchant sales.
- Visit merchant locations regularly to strengthen relationships and support **in-store marketing and promotional activities**.
- Coordinate local events, commercial partnerships and community initiatives to increase brand visibility.
- Work closely with internal teams to improve merchant engagement, customer experience and commercial performance.
- Identify opportunities to strengthen regional partnerships and expand the company's presence within assigned markets.

Required Skills

必須条件経験・資格：

- 法人営業、事業開発（BD）、アカウントマネジメント、カスタマーサクセス（CS）のいずれかの実務経験
- 顧客との関係構築・交渉力
- 大学卒以上

ソフトスキル：
- 社内外の関係者と信頼関係を築くコミュニケーション能力
- 主体的に行動し、自律的に業務を推進する力
- 営業目標や事業成果を意識して行動できるビジネス感覚

語学力：
- **日本語：**ビジネスレベル以上
- **英語または中国語：**歓迎

歓迎条件
- 決済、Fintech、旅行・インバウンド、または中小企業向け営業の経験
- 地域企業・商業施設・自治体などとの提携や販促施策の企画・実行経験

採用企業について
外資系Fintech企業。

世界各国で、加盟店・消費者・金融機関向けにデジタル決済やコマース関連サービスを展開しています。

日本市場においても、加盟店との関係構築や決済サービスの利用拡大を通じて、事業基盤の強化を目指しています。

この求人がおすすめの理由
- グローバルFintech企業でキャリアを加速
- 新規開拓から既存顧客の成長支援まで幅広い営業経験を積める
- 営業・パートナーシップ・マーケティングを横断して担当できる
- 業界未経験から決済・Fintech・インバウンド領域の専門性を高められる
- 英語や中国語のスキルを活かせる
- 東京、大阪、または福岡勤務を選べます

Required Skills and Qualifications **Experience:**
- Professional experience in **Business Development (BD), sales, account management or Customer Success (CS)**.
- Experience developing and maintaining commercial relationships with customers, merchants or business partners.
- Experience supporting customer acquisition, account growth or other revenue-generating commercial activities.
- Ability to manage field-based activities and develop relationships across an assigned geographical area.

- Bachelor's degree or equivalent higher education.

Soft Skills:
- Strong relationship-building and negotiation skills.
- Confident communicator with excellent interpersonal skills.
- Proactive and comfortable working independently in a field-focused position.
- Commercially minded and results-oriented, with a focus on merchant and business growth.
- Ability to build trusted relationships with businesses, associations, local organisations and other external stakeholders.
- Strong collaboration skills for working effectively with internal teams and external partners.

Language Requirements:
- **Japanese:** Business level or above.
- **English or Chinese:** Conversational level for native Japanese speakers.

Preferred Skills & Qualifications
- Experience in **payments, fintech or digital financial services**.
- Experience in merchant acquisition, merchant operations or merchant account management.
- Experience selling to or managing relationships with **SMEs (small and medium-sized enterprises)**.
- Experience within tourism, inbound tourism or other consumer-facing industries.
- Knowledge of Japan's local merchant ecosystem and regional commercial markets.
- Experience planning or supporting local promotions, events or marketing campaigns.

About the Company
Our client is a **global financial technology company** providing digital payment and commerce solutions to merchants, consumers and financial institutions across multiple international markets.

Operating at the intersection of **fintech, digital payments and international commerce**, the company connects merchants and consumers while supporting the continued adoption of digital payment solutions.

Its expanding business in Japan provides an opportunity to work directly with merchants and regional partners while contributing to transaction growth and the development of its payment ecosystem.

Why You'll Love Working Here
- Play a hands-on role in growing a major **international digital payments business in Japan**.
- Build valuable experience across **fintech, merchant sales, business development and partnerships**.
- Gain exposure to Japan's merchant ecosystem and inbound tourism market.
- Work directly with diverse businesses and regional partners across **Tokyo, Osaka or Fukuoka**.
- Combine sales, account management, partnerships and local marketing in one commercially focused role.
- Make a direct contribution to **merchant acquisition, payment adoption, transaction growth and brand awareness**.
- Develop your experience within a global fintech environment serving merchants, consumers and financial institutions internationally.

Company Description

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。