Head of Sales Japan | Fintech

Lead Japan’s BFSI market expansion

募集職種

採用企業名
ヌクレウス・ソフトウェア

支社・支店
Nucleus Software KK

求人ID
1567956

業種
銀行・信託銀行・信用金庫

会社の種類
大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合
外国人 半数

雇用形態
正社員

勤務地
東京都 23区, 千代田区

給与
2000万円 ~ 2500万円

更新日
2026年11月23日 04:00

応募必要条件

職務経験
10年以上

キャリアレベル
中途経験者レベル

英語レベル
ビジネス会話レベル

日本語レベル
ネイティブレベル

最終学歴
高等学校卒

現在のビザ
日本での就労許可が必要です

募集要項

【About Nucleus Software】

Nucleus Software is a global leader in lending and transaction banking technology, trusted by more than 200 financial institutions across 50+ countries. Our flagship platform, FinnOne NEO, is one of the world’s most advanced end-to-end lending solutions, consistently recognized for innovation, scalability, and operational excellence.

Established in 1986 and headquartered in India with major offices across Asia Pacific, Europe, and the Middle East, we provide mission-critical solutions powering retail lending, corporate lending, digital onboarding, and loan servicing for top-tier banks, credit companies, and fintech enterprises.

Our Japan subsidiary plays a strategically critical role, supporting Tier-1 financial institutions as they navigate digital transformation and modernization.

Joining Nucleus Software means stepping into a high-impact leadership role within a company known for:

- Deep specialization in BFSI technology and lending ecosystems
- Strong investment in R&D, AI-driven solutions, and automation
- Long-term partnerships with major global banks
- A culture built on innovation, accountability, and customer success

【Role Overview — Regional Sales Head, Japan】

As the Regional Sales Head for Japan, you will be the strategic leader responsible for expanding the FinnOne NEO franchise and driving transformative growth within one of our most important markets.

This is a senior leadership role suited for a high-performing executive who brings:

- A proven record of selling enterprise BFSI solutions
- Deep expertise in the lending domain
- Strong networks across financial institutions in Japan
- The ability to lead, inspire, and build high-performing teams

You will shape market strategy, engage C-suite clients, and own revenue growth for the region.

【Key Responsibilities】

Strategic Leadership & Market Expansion

- Develop and execute the Japan go-to-market strategy for FinnOne NEO.
- Identify growth opportunities across retail lending, SME lending, digital onboarding, embedded finance, and fintech partnerships.
- Drive alignment between Japan’s strategy and global business objectives.

Market, Customer & Competitive Insights

- Conduct market deep dives to understand emerging lending trends and customer needs.
- Evaluate new segments and partnership opportunities, including neo-banks and fintech challengers.

Client Relationship Management

- Build and maintain senior-level relationships within banks, non-bank lenders, credit companies, and financial service providers.
- Serve as a trusted advisor on digital lending transformation.

Sales Leadership & Team Development

- Lead and develop the Japan sales team, promoting a **performance-driven culture**.
- Set goals, coach team members, and ensure cross-functional cooperation with delivery, product, and marketing teams.

Pipeline & Revenue Ownership

- Own the full sales cycle: prospecting → solutioning → proposals → negotiation → closing.
- Consistently achieve revenue targets, margin expectations, and KPI objectives.

Product Collaboration & Market Feedback

- Partner with product teams to refine roadmaps based on local market intelligence.
- Ensure the product offering remains competitive in Japan’s complex regulatory and consumer finance environment.

Regulatory Awareness

- Stay informed about Japanese regulatory requirements (JFSA guidelines, consumer lending laws, etc.).
- Work with compliance teams to ensure alignment in sales and delivery engagements.

Reporting & Performance Analytics

- Provide accurate forecasts and data-driven insights to global leadership.
- Track performance metrics to continuously refine sales strategy.

スキル・資格

Required Qualifications

- Bachelor’s degree in Business, Finance, Economics, or a related field; MBA strongly preferred

- 10+ years of sales experience in the BFSI sector with a focus on lending solutions
- Proven record of achieving or exceeding enterprise sales targets
- Strong network within Japanese banks, financial institutions, and fintech ecosystem
- Experience leading teams and managing complex, multi-stakeholder deals
- Executive-level communication, negotiation, and presentation skills
- Native Japanese and business level English
- Ability to work in a fast-paced, high-growth environment

会社説明