



Checkout.com

【MNC | Collaborate with global teams】 Payments Sales Manager

International Work Environment

募集職種

採用企業名

Checkout株式会社

求人ID

1569442

業種

インターネット・Webサービス

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 1000万円

勤務時間

In accordance with company regulations

休日・休暇

In accordance with company regulations

更新日

2026年02月04日 14:00

応募必要条件

職務経験

3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

流暢

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

«Job Description & Position Highlights»

- Propose and lead the implementation of next-generation payment solutions for enterprises
- Experience the satisfaction of driving business expansion through autonomy and direct impact at a rapidly growing Fintech company
- Maximize customer value through strategic payment design while engaging directly with C-level executives
- Enjoy an environment with unlimited performance-based commissions and flexible hybrid work arrangements

【Job Responsibilities】

Checkout.com is actively looking for an enthusiastic and talented Payments Sales Manager to join our Commercial Payments

Team to drive rapid growth across various industries for our revolutionary online payment solution.

If you are a driven and focused salesperson with a proven track record of success selling direct payment solutions to enterprise companies, in a high-growth and competitive environment, this is the role for you. In return, on top of a tremendous working environment, we offer you an unrivaled uncapped recurring commissions plan, hybrid work model and competitive benefits package.

The Sales Manager will play a key role in growing Checkout.com's payments footprint. They will be responsible for selling Checkout.com's full payments technology stack to middle market and large enterprise organizations.

Along the way, you'll collaborate closely with various in-house talents across Technology and Business to position our capabilities, products, services and solutions effectively with prospects.

■How you'll make impact:

- Acting as a consultative Payments strategist able to advise companies on an optimal payments structure that pulls from a myriad of solutions Checkout.com provides
- Identify, qualify and close the most promising prospects and partners that will help Checkout.com grow a healthy pipeline across various verticals.
- Build prospect engagement strategies and partner with marketing, business development, product and other departments to build qualified that pipeline in cold and warm channels
- Pitch our next-generation payment solutions and value-added services
- Prepare high-quality presentations and proposals for C-suite stakeholders at prospective merchants, and implement winning negotiation strategies
- Become the expert on Checkout.com's technology stack, help new merchants understand the value of Checkout.com to solve their pain points, and handle detailed questions about our product capabilities.
- Orchestrate the entire Sales process, drive urgency and work to mutual action plans, and act as the main point of contact for merchants and internal stakeholders.
- Maintain a solid, well-organized portfolio and nurture key accounts by having a deep understanding of their industry, pain points, and needs.
- Partner with other Payment Sales Managers to share best practices, key business insights and industry trends.
- Provide feedback on local trends including competitor insights, customer needs, sales, product and marketing information.

[Employment Type]

Permanent employee

[Salary]

Based on experience and skill level

[Working Hours]

In accordance with company regulations

[Work Location]

In accordance with company regulations

[Holidays & Leave]

In accordance with company regulations

[Benefits & Welfare]

In accordance with company regulations

スキル・資格

Qualifications:

- 5+ years Enterprise Sales experience directly in the Payments industry
- Track record of high performance, and self sourcing leads
- Highly motivated and committed to growth and development with excellent communication skills
- Solid network of potential prospects and partners within the payments landscape
- Tech-savvy, with a passion for Fintech and Payments
- Strong commercial acumen, ability to effectively negotiate complex structures

Desire an independent:

- high-achieving individual that stands out in an entrepreneurial environment and has the grit and desire to outperform sales targets.

会社説明