



## 【Senior Product Manager - Payments】 Global B2B2C SaaS

### 募集職種

#### 人材紹介会社

株式会社SPOTTED

#### 採用企業名

TravelTech SaaS AI Company Expanding Globally

#### 求人ID

1571365

#### 業種

その他（サービス）

#### 会社の種類

中小企業 (従業員300名以下) - 外資系企業

#### 外国人の割合

外国人 多数

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

800万円 ~ 1200万円

#### 更新日

2026年04月01日 10:01

### 応募必要条件

#### 職務経験

6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 (英語使用比率: 75%程度)

#### 日本語レベル

ビジネス会話レベル

#### 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

After a successful IPO, this fast-growing and highly profitable AI SaaS company has not only massively extended their product range, but also expanded overseas with operations in 9 countries across APAC and North America, and several acquisitions of direct competitors.

As part of this ongoing growth, they're now actively hiring for a Senior Product Manager for their payments platform - used by thousands of clients and millions of travellers globally .

In this role, you will sit at the heart of the company's global expansion, own the vision, strategy, and delivery of the global payments platform, and directly contribute to their ambitious revenue targets.

## Key Responsibilities

- Define and own the global payments vision, strategy, and roadmap across Japan and international markets
  - Drive transaction economics, optimizing costs, pricing, and profitability
  - Act as product owner for PCI compliance, security, fraud prevention, and risk management
  - Lead the end-to-end product lifecycle, delivering high-scale, high-transaction payment solutions
  - Use data, analytics, and financial modelling to prioritize initiatives and inform decisions
  - Align stakeholders across internal teams and external partners to ensure smooth execution
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## スキル・資格

### Requirements

- 5+ years of product management experience in B2B2C SaaS
- Strong payments domain experience (gateways, multi-currency, wallets, compliance)
- Outcome-driven mindset with strong analytical and financial skills
- Comfortable operating at both strategic and hands-on levels
- Experience in global, fast-paced environments
- High proficiency in data analysis and financial modeling
- Fluent in both Japanese & English

### Nice to Have

- Experience with API-first platforms and AI / automation use cases
- Familiarity with AI or ML-driven fintech solutions
- Background in hospitality, travel, fintech, or e-commerce

### Why Join?

- Collaborate with international team across borders in an English-speaking environment
  - Great work-life balance with flex-time (no core hours) and hybrid/remote work options
  - High employee satisfaction with extremely low turn-over rates
  - Clear and individualised performance review and career progression plans
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## 会社説明