



【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05月27日 08:00

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