



Senior Product Manager – Pricing & Revenue Optimization (AI)

Ownership in revenue-critical system

募集職種

人材紹介会社

スキルハウス・スタッフィング・ソリューションズ 株式会社

採用企業名

Growing global B2B2C SaaS, headquartered in Japan | Payments & A

求人ID

1579528

業種

インターネット・Web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 半数

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円 ~ 1500万円

勤務時間

No core hours, flex working hours, 8 hours work. 3 days WFH

休日・休暇

Saturdays, Sundays, and national holidays, Annual paid vacation

更新日

2026年02月20日 14:38

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

日本語レベル

ビジネス会話レベル

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Own and improve the pricing and promotion systems that directly affect customer revenue in live, high-volume environments

Own and improve the pricing and promotion systems that directly affect customer revenue in live, high-volume environments. In this role, your product decisions connect product design, data, and business results, with a clear impact on revenue!

Why should you apply:

- Work in a mid-sized global SaaS where product decisions are visible to executive leadership and have direct commercial impact
- Take responsibility for revenue-critical pricing and promotion systems, influencing conversion, ADR, and net revenue performance
- Lead the evolution from rule-based configuration to algorithmic, data-driven optimization in a production environment

Responsibilities:

- Own the end-to-end product roadmap for Rate Management & Promotions, one of the company's most critical revenue-driving domains
- Define and execute a dual-horizon strategy: Strengthen and modernize existing pricing systems / Lead evolution toward an Autonomous Revenue Agent powered by AI
- **Instead of just building a settings page for hoteliers to manually input rates, you will design the "brain" that enables our AI to define pricing strategies, structure promotions, and maximize revenue automatically.**
- Design the core pricing and promotion "brain", enabling automated yield optimization rather than manual rate input
- Partner closely with ML Engineers to validate algorithmic pricing logic against real commercial outcomes (ADR, RevPAR, conversion uplift)
- Drive decisions using data analysis, financial modeling, and KPI tracking
- Manage Japanese vendors, client meetings, and customer support coordination as needed

スキル・資格**Required Skills:**

- Product & Payments Experience: 5+ years in B2B2C SaaS product management in high scale, algorithmic decision making system.
- Results & Strategy: Outcome-focused — drives revenue, conversion, and customer impact; able to define high-level strategy and also handle detailed product work when needed.
- Data & Decision-Making: Comfortable using data, analysis, and financial modeling to guide product decisions and solve problems.
- Bilingual: Business level Japanese (between JLPTN2 to N1 Equivalent) and English (Business level)

会社説明