



Michael Page

www.michaelpage.co.jp

Senior Manager, Partnership & Cards - Major Hotel Group

Senior Manager, Partnership & Cards

Job Information

Recruiter

Michael Page

Job ID

1505624

Industry

Hotel

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 14 million yen

Refreshed

November 19th, 2024 16:37

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This position will lead all enterprise partnerships and card business in Japan. This role will report to Senior Director, Enterprise Partnership & Cards, APEC and will work in close collaboration with the global corporate office and leadership team within AP and Regional offices.

Client Details

An American hotel conglomerate that has a strong loyal customer base. They are looking to expand one of their recent rewards programs and are looking for a Senior Manager to help with that mission.

Description

- Develop overall card and points transfer growth strategy for the market.
- Research, prospecting, product development, commercial & contractual negotiations for new product launches.
- Own marketing and branding need of the partnerships in collaboration with cross function teams.
- Manage budget, legal compliance, IT requirements, reporting for Japan cards and points transfer portfolio.

Job Offer

- International work environment.
- Hotel and travel discounts.
- Rewards programs.
- Hybrid environment available.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Matthew Li.

Required Skills

- Experience in partnership development, activation and/or international consumer marketing.
 - In-depth knowledge of co-brand card business will be required.
 - Experience in managing P&L responsibility of partnerships in Japan will be preferred.
 - Native level Japanese and Business level English.
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Company Description

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