



Partnerships Manager

Job Information

Hiring Company[KPay Japan KK](#)**Job ID**

1517550

Industry

Other (Banking and Financial Services)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

9 million yen ~ Negotiable, based on experience

Work Hours

9:30am - 6:30pm

Refreshed

February 5th, 2025 00:00

General Requirements

Minimum Experience Level

Over 6 years

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

About KPay :

KPay Group (KPay) is a leading fintech company dedicated to empowering businesses of all sizes with simple, smart, seamless and secure technology solutions. Serving over 45,000 merchants across Hong Kong, Singapore, and Japan, KPay is unleashing merchants' growth potential by building a one-stop platform for financial management, business operations and digital transformation. KPay secures a record USD55 million in 2024, marking the largest series A fundraise globally in the payments sector of the year.

Responsibilities:

1. Oversee a global network of renowned payment providers and cultivate a diverse merchant portfolio to stimulate revenue growth
2. Identify and negotiate strategic partnership deals, utilizing expertise to establish mutually advantageous collaborations
3. Collaborate closely with internal and external stakeholders to ensure seamless integration with partners
4. Act as the primary contact for KPay partners, providing education, enablement, and empowerment

5. Evaluate and report on the performance of partnerships, gaining insights and adjusting our approach accordingly
6. Manage time-sensitive, collaborative projects in a dynamic and entrepreneurial environment with minimal oversight
7. Monitor key product performance metrics, including revenue, market share, and customer satisfaction
8. Analyze market feedback and customer insights to pinpoint areas for product enhancement and optimization
9. Engage in intricate negotiations with partners regarding industry verticals, customized payment solutions, streamlined onboarding models, and more

Employment type :

Full-time employee

Probation period: 3 months (no change in wages or conditions)

Working Hours:9:30am - 6:30pm

※ Excluding Saturdays, Sundays and public holidays

Salary details :

Wages will be determined based on experience and ability.

*Salary includes fixed overtime pay.

Benefits and Welfare

- Health insurance, employee pension insurance, employment insurance, workers' compensation insurance
- Paid vacation days, along with sick leave, summer vacation, New Year vacation, and special leave
- Commuting allowance

Required Skills**Requirements:**

1. Proficient in Fintech, Payments, Card Schemes, and Corporate Banking
2. Demonstrates effective communication, interpersonal, and presentation skills, with a proven history of instigating change and influencing stakeholders
3. Expertise in developing meaningful partnerships
4. Able to comprehend fundamental technical requirements and product workflows to support partners in integration when required
5. Exceptional communication skills, enabling effective connection with individuals at various levels, both internally and externally
6. Capable of working independently and showcasing ownership in a dynamic environment characterized by ambiguity
7. Native level of Japanese and business level of English required

Company Description