



## Business Development Manager (Japan) / アメリカに本社を置く外資系企業

＜ゲーム業界向け決済ソリューションサービスを提供＞フレックス/週1～2回在宅勤務

### 募集職種

#### 採用企業名

Xsolla Japan 株式会社

#### 求人ID

1532263

#### 業種

インターネット・Webサービス

#### 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

#### 雇用形態

正社員

#### 勤務地

東京都 23区, 港区

#### 最寄駅

南北線、 麻布十番駅

#### 給与

650万円 ~ 900万円

#### 休日・休暇

土日祝日

#### 更新日

2025年04月21日 00:00

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

流暢 (英語使用比率: 50%程度)

#### 日本語レベル

ネイティブ

#### 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

#### About the job

We are seeking a talented **Business Development Manager** to join our Japan team at Xsolla! As a Business Development Manager at Xsolla, you will be responsible for researching, understanding and creating new opportunities, you will propose Xsolla's solutions to the new clients - game developers, publishers, etc, as well as handle Customer Success Management tasks to sustain and grow existing client business through individual team research. This role will work closely with many

teams to ensure the success of the client.

As an individual, you have strong work ethic and are an independent worker. Within teams, you excel, holding others accountable, sharing credit for wins, and working together to elevate each other's strengths. You are a go getter, a champion at starting conversations and understanding the needs of a client.

You have basic understanding in B2B sales, and you have a passion for video games. (Any Video Game Industry experience is a huge plus!) This role will be based out of our Japan office and is onsite.

### Responsibilities

- Qualify leads from both inbound and outbound channels and perform outreach to generate new business for Xsolla
- Proactively understands partners' needs, challenges, and growth opportunities. Work as an extension of their team. Anticipate potential problems and involve appropriate internal team members to devise solutions
- Represent Xsolla at industry events and conferences and recommend additional events to attend/ sponsor - know your networking opportunities and leverage them to your advantage
- Manage and maintain individual pipelines. Maintain and update CRM
- Achieve success metrics
- Main point of contact for all matters relating to the clients' existing portfolio
- Provide clients with a regular health check to proactively review their needs, account management, and make recommendations for improvements
- Cross sell and upsell new business opportunities with existing clients. Maintain account records to reflect any changes

### スキル・資格

#### REQUIREMENTS:

##### [ Required ]

- Bachelor's Degree or equivalent experience
- Understanding of Business Development / Sales / Customer Success Management
- Minimum of 3 years of professional experience in business development, sales, customer success management, or a related area
- Ability to work with large amounts of data
- Ability to successfully participate in projects involving cross-functional teams and work well across the organization
- Ability to start conversations and build successful client relationships; build and maintain your pipeline
- Strong interpersonal skills
- Strong negotiation skills
- General gaming industry knowledge would be a plus
- Must be able to immediately handle a significant workload and effectively prioritize projects with a high degree of autonomy, a self-starter
- Effective time management skills and excellent attention to detail
- Able to travel up to 25% of the year
- Well versed in Japanese business culture with JLPT-N1 level certificate
- Verbal and written English fluency at a business level

##### [ Preferred ]

- 3 + years of Business Development or Sales or Customer Success Management experience
- Experience using Salesforce software
- Understanding of JIRA, Basecamp, and Confluence
- Experience with an entrepreneurial organization

#### BENEFITS:

At Xsolla, we know it isn't just about the paycheck. That's why our Benefits Program is designed to meet and enhance our team's physical, mental, and emotional well-being. We are all about personal and professional growth! Every Xsolla employee has a customized career roadmap, curated by the employee alongside their manager, that helps align company goals with individualized personal goals. To foster your growth at Xsolla, we have opportunities for in-house training, independent study, conference attendance, and higher education.

#### ABOUT XSOLLA:

Xsolla is the video game commerce company, powered by its Transaction Engine and Business Engine, that helps developers and publishers market, sell, connect and optimize their games globally. Serving only the video game industry, the Xsolla Transaction Engine powers the full suite of cloud-based tools to promote and monetize projects, while Xsolla Business Engine provides clients with the roadmap to maximize those tools, and connect them with industry partnerships to expand their business. The two work seamlessly together -- for businesses of all sizes, from indie to enterprise -- to solve the complexities of distribution, marketing and monetization so they can increase their audience, sales and revenue. Headquartered in Los Angeles, with offices worldwide, Xsolla operates as a merchant and seller of record for major gaming entities like Valve, Twitch, Roblox, Ubisoft, Epic Games and KRAFTON.

For more information, please visit [www.xsolla.com](http://www.xsolla.com). Xsolla is an equal opportunity employer and does not discriminate based on the following: Race, color, Ancestry, national origin, Religion, creed, Age, Disability, mental and physical, Sex, gender (including pregnancy, childbirth, breastfeeding or related medical conditions), Sexual orientation, Gender identity, gender expression, Medical condition, Genetic information, Marital status, Military and veteran status, and any other terms deemed by the Japan.

**PHYSICAL DEMANDS:**

The physical demands for this position are sits, stands, bends, lifts, and moves intermittently during working hours. These physical requirements may be accomplished with or without reasonable accommodations. The duties of this position may change from time to time so the individual and organization can achieve their results. This job description is intended to describe the general level of work being performed. It is not intended to be all-inclusive. Xsolla takes your privacy very seriously, and will not sell or externally distribute any data received during the hiring process.

**L**ongevity **O**ppportunity **V**ision **E**njoy the game!

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会社説明