

Job Detail

Senior Level

Position Title	★Excellent opportunity for a Client Success Manager to join a global company★
Recruiter Company	Next Move K.K. / ネクストムーブ株式会社
Company Name	Company name is private
Activated / Updated	2023-05-21 / 2023-11-01
Job Type	Finance/Bank/Securities/Investment - Client Service Finance/Bank/Securities/Investment - Financial Product Development Sales/AE - Customer Success/Client Success
Industry	Finance - Other
Location	Asia Japan Tokyo
Job Description	<p>◇We are currently looking for a talented Client Success Manager to join a world leader in the global financial industry.</p> <p>◇Be part of a major global financial organization that puts today's biggest eCommerce security challenges at the heart of its brand.</p> <p>◇This is an exceptional opportunity to be responsible for managing, growing, and retaining the customer portfolio in Japan.</p>
Company Info	<p>◇Our client is the market leader in payments solutions for eCommerce merchants and other financial areas.</p> <p>◇Focused on turning the best cybersecurity technology into trusted solutions and supporting businesses worldwide.</p> <p>◇Responsible for assisting key clients in developing their global eCommerce fraud strategies and the associated risks.</p> <p>Who are you</p> <p>◇You are experienced at being the direct point of contact for existing clients and maintaining strong relationships.</p> <p>◇Your current role will be customer or client facing within the financial services industry.</p> <p>◇You can present new proposals and grow usage of the product while retaining customers.</p> <p>Why you should apply</p> <p>◇The company gives great opportunities for talented customer/client Success Managers looking to build their careers.</p> <p>◇This is an exciting yet challenging role which requires the successful applicant to apply their customer centric skills and capabilities.</p> <p>◇Have a chance to work in a stable environment as a key leadership figure, supporting global brands to secure their customer payments.</p> <p>If you are currently based in Japan and/or have permission to work in Japan, Please do not hesitate to apply by clicking the apply button.</p>
Qualifications	<p>Requirements</p> <p>◇Basic understanding of the financial services industry and willingness to learn</p> <p>◇Proven success in influencing and collaborating with C-level decision makers</p> <p>◇Native level Japanese or very fluent and conversational English</p> <p>Desired</p> <p>◇Good understanding of the payments space in Asia</p> <p>◇Experience in the fraud prevention industry</p> <p>◇Knowledge of payments in general</p>
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	Depends on experience

Salary Description	Commuting/ Transportation Allowance Education/ Training Social Insurance Employee Stock Purchase System
Holiday Description	Five-Day Workweek Paid Holidays Sick Leave

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