



Leasing Manager 【dynamic international team】 【hotel sales】

Global Property Development

Job Information

Hiring Company

Weave Living Japan K.K.

Job ID

1486943

Industry

Hotel

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Train Description

Hanzomon Line Station

Salary

7 million yen ~ Negotiable, based on experience

Refreshed

July 29th, 2024 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

About the Company:

Weave Living is Asia Pacific's leading integrated lifestyle rental apartment developer, owner, operator, and asset manager. Our beautifully designed and professionally managed living options include multifamily apartments, luxury serviced suites, and private studios in wholly owned buildings in prime city centre locations. We pride ourselves in bringing hassle-free city living experience to our residents delivering fantastic value. Our properties are home to global citizens who rave about our fully furnished, design-led living spaces, amazing, shared spaces, state-of-the-art technology, luxury amenities, unmatched service, and most importantly a vibrant community led by our very own brand ambassadors. Our current AUM on a fully invested basis is c. USD 2.8 billion with over 2,300 units spread across APAC's key gateway cities. We are rapidly expanding in the region with Japan and Korea as key target markets, to complement our existing presence in Hong Kong and Singapore.

About the Role:

We are looking for an experienced and self-motivated team player to join our Japan Team to initially set up the leasing framework for Japan and upon property openings, oversee the leasing platform in Japan. As Leasing Manager, you will play an integral part in shaping the product and service delivery of Weave Living's portfolio in Japan. This role will be based in our Tokyo office, with support from our Hong Kong headquarters.

Responsibilities Include:

- Support to set up the traditional brokerage and property management structures with brokers and agents to capture the local and traditional customers
- Working closely with Marketing to set up the leasing framework for Japan including the digital customer journey from lead generation to converting into a resident for our value-add strategy to ultimately disrupt the traditional brokerage and property management structures
- Monitor revenue budgets for our properties and implement strategies to ensure occupancy and pricing are achieved in accordance with the annual budget
- Devise pricing strategy and procedures including renewal and occupancy management across our portfolio of properties
- Be an expert on the Weave product offering in Japan and be able to tailor our value proposition to the relevant target audience
- Working closely with the Marketing Team to conduct market research, feedback and data analysis for market trends, resident analytics etc
- Conduct property viewings and convert leads into residents
- Drive B2B and corporate leads by leveraging your network
- Over time, lead and manage the Japan Leasing Team including recruitment, role and responsibilities assignment, training and motivating the leasing team, driving the team to reach revenue budgets

Required Skills

To apply, please include the most recent version of your English CV/resume.

Requirements:

- At least 7+ years' experience in leasing rental accommodation in Japan
- Relevant working experience in multi-family / serviced apartment / hotel industry is an advantage
- Possess the relevant leasing agency licences
- Responsible, self-motivated, detail-oriented and the ability to work independently
- Proven leadership and training abilities
- Ability to connect well with people; warm and approachable
- Excellent verbal and written communication skills with tenants and team members
- Good organisational skills and ability to work efficiently under pressure to manage multiple tasks and prioritise for completion
- Strong in contractual sense, problem-solving, analytical and negotiation skills including the ability to define problems, collect data, establish facts, and draw valid conclusions

Preference:

- Bachelor's degree in hospitality, real estate, business administration or related disciplines
- Native or fluent Japanese speaker with good working knowledge of English to work with multinational colleagues and customers

Benefits:

- Excellent company culture with the ability to work internationally
- Competitive base compensation and bonus scheme
- Domestic and International travel
- Top-tier medical care coverage
- Company-wide outings and retreats

Company Description