



## Specialist, Real Estate & Growth (Residential/Commercial)

東京で400室のマンスリーレンタルアパートとコリビングを運営し、事業拡大を目指す

### Job Information

#### Hiring Company

[MetroResidences Japan K.K.](#)

#### Job ID

1494830

#### Industry

Real Estate Brokerage, Management

#### Company Type

Small/Medium Company (300 employees or less) - International Company

#### Non-Japanese Ratio

Majority Japanese

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards, Minato-ku

#### Train Description

Chiyoda Line, Akasaka Station

#### Salary

6 million yen ~ 10 million yen

#### Refreshed

December 25th, 2024 01:00

### General Requirements

#### Minimum Experience Level

Over 3 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

#### Join a Leading Residential Accommodation & Serviced Apartment Business in Tokyo!

We are a reputable accommodation provider specializing in flexible residential solutions. Catering primarily to the English-speaking expatriate community, as well as our valued Japanese-speaking corporate clientele, we're proud of the distinctive, high-quality service we offer in Tokyo.

**Role Overview:**

We are seeking an experienced **Specialist, in Residential & Leasing** to support our growth in Japan. This role, part of our Real Estate team, will supervise two executives and report directly to the CEO. The ideal candidate will focus on acquiring new residential properties for our portfolio through master leases or management contracts. Additionally, you will manage existing contracts, engage in negotiations and brokerage activities, and oversee the setup of new properties, ensuring they meet our high standards of furnishing and decoration. If you are a seasoned real estate professional passionate about residential leasing and property management, we encourage you to apply.

**Key Responsibilities:**

- Identify new residential buildings that can be converted into serviced apartments and coliving.
- Explain the benefits of MetroResidences and how it can value-add to their rental income to potential owners, funds and developers.
- Negotiate new and existing rental contracts and management agreements.
- Maximize the rental income of existing buildings.
- Lead and guide the real estate team members to manage existing properties
- Build and maintain good relationships with existing real estate partners.
- Launch new buildings by overseeing the setup and renovation of new properties.
- Ensure all properties meet regulations and company furnishing standards.

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**Required Skills****Qualifications:**

- Minimum of 5 years of experience in real estate, residential leasing, real estate private equity, asset management, portfolio management, or related fields
- Bachelor's Degree in relevant areas of study (Business, Real Estate, Economics, Finance) preferred
- Native-level proficiency in Japanese and business-level proficiency in English.
- Prior experience as a deal maker in commercial/residential rental or hospitality management contracts.
- Extensive experience and deep understanding of commercial real estate in Japan.
- Strong sales presentation, leadership and team management abilities.
- Excellent communication and interpersonal skills.
- Ability to work independently and make informed decisions

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**Company Description**