



レンタルオフィス営業\Sales Director/年収1000~1200万円@東京

レンタルオフィス業界のパイオニア企業でのSales Director

Job Information

Recruiter

[JobImpulse](#)

Job ID

1496960

Industry

Real Estate Brokerage, Management

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 12 million yen

Work Hours

9:00~18:00 (実働8時間)

Holidays

土日祝

Refreshed

November 14th, 2024 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English Only)

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

Main job description

- Part of the country leadership team, driving sales performance for this dynamic and fast growth company.
- Maximize revenues by increasing conversion of sales leads and drive sales growth across multiple brands.

- Oversee the development and execution of the country sales plan.
 - Understand customer needs so we advise which solutions and products are appropriate.
 - Spend time with existing customers to improve customer satisfaction and look for opportunities to sell additional products and services.
 - Work closely with Marketing to identify new channel opportunities and grow existing ones through targeted campaigns.
 - Understand the local market to ensure pricing is competitive.
 - Be a strong brand ambassador, network with the local business community to gain market intelligence and generate sales leads.
 - Drive performance of the local sales team.
 - Work closely with Group teams to ensure sales tools are up to date and relevant to the local market.
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Required Skills

Required Skills, Experience & Qualifications

- Senior B2B solution/service sales and business development background.
 - Tangible track record of driving the top line sales growth, improving results month by month.
 - Pro-active approach to networking within business communities to generate new leads.
 - Works with customers to understand their needs and finds solutions to their problems.
 - Proven ability to develop, manage, track, and close sales and pipeline opportunities.
 - Flexible and broadminded with a “can-do” attitude, possessing a disciplined approach to business development.
 - Motivated, self- reliant, ambitious, and looking to join a team with significant growth aspirations.
 - Ability to motivate and drive sales teams, whilst ensuring they have the right resources, and are trained properly.
 - Monitor and measure performance through accurate and timely reports.
 - Professional and clear communication skills coupled with the ability to network at a high level and build strong business relationships
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Company Description