



# MichaelPage

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## Area Director of Sales & Distribution - Global Hotel Brand

### Area Director of Sales - Global Hotel

#### Job Information

##### Recruiter

Michael Page

##### Job ID

1503642

##### Industry

Hotel

##### Job Type

Permanent Full-time

##### Location

Tokyo - 23 Wards

##### Salary

Negotiable, based on experience

##### Refreshed

November 18th, 2024 07:37

#### General Requirements

##### Career Level

Executive

##### Minimum English Level

Business Level

##### Minimum Japanese Level

None

##### Minimum Education Level

Bachelor's Degree

##### Visa Status

Permission to work in Japan required

#### Job Description

This senior-level role plays a key role in driving sales performance across a network of multiple branded hotels in Japan. You will work closely with General Managers, Sales Directors, Marketing Directors, and Hotel Owners to maximise hotel performance and align with regional goals.

#### Client Details

Our client is a global leader in the hospitality industry, operating a diverse portfolio of luxury hotel brands across hundreds of properties worldwide. Renowned for innovation and exceptional guest experiences, the company boasts a range of prestigious brands known for their high standards of service.

#### Description

- Develop and execute sales strategies to optimise revenue across multiple properties in Japan.
- Collaborate with key stakeholders, including General Managers, Sales Directors, and Hotel Owners, to enhance individual hotel performance.
- Ensure distribution efficiency in line with brand standards and local market demands.
- Work with international teams to align regional initiatives with global strategies.
- Reports directly to the Area Vice President and Vice President of Sales & Distribution for APEC.

**Job Offer**

- Excellent opportunities for career growth within the company, with potential for global roles and involvement in new hotel openings.
- Work in a dynamic, fast-growing environment where your decisions will have a direct impact on the success of multiple properties.
- Competitive salary and benefits

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Maria Hotta at +813 6832 8696.

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**Required Skills**

- Proven experience as a Sales Director within the hospitality or tourism industry (hotel experience is required).
  - A proactive, internationally minded individual.
  - Strong understanding of the sales and distribution market in Japan.
  - Business-level English is essential; fluency in Japanese is not required.
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**Company Description**

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