

Cluster Director of Sales (Luxury & Lifestyle Hotels in Osaka)

Cluster Director of Sales in Osaka

Job Information

Recruiter

Michael Page

Job ID

1503643

Industry

Hotel

Job Type

Permanent Full-time

Location

Osaka Prefecture

Salary

Negotiable, based on experience

Refreshed

November 18th, 2024 07:37

General Requirements

Career Level

Executive

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Looking for an experienced Sales individual to drive the commercial success of two premium hotels in Osaka. Excellent opportunity to expand your career with an internationally respected hotel brand, offering career advancement and development opportunities.

Client Details

The luxury hotel is set on a location with panoramic city views and a refined atmosphere, appealing to high-end tourists and business guests. The recently opened lifestyle hotel, features a fresh and local-focused approach that immerses guests in Osaka's unique culture and energy.

Description

- Drive sales and promote all products across both hotels.
- Lead and motivate the sales team to reach targets and develop customer relationships.
- Develop sales plans and ensure that all team members maintain and develop customers in the region or industry they are responsible for.
- Foster partnerships with convention companies, conference service companies, travel agents and regional sales offices of the hotel group.

- Work closely with operations teams, assisting the Banquet Sales department or Operations department

Job Offer

- Career growth within a globally recognised hotel brand, with potential for advancement to higher regional roles and new-opening hotels
- Development of valuable management and sales skills in a global context

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

Required Skills

- Experienced Assistant Sales Director or Sales Director in the Hotel industry
 - A proactive, internationally oriented individual
 - Business-level Japanese and English (Communicating with General Managers in English, and in Japanese with team members)
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Company Description

The company is an internationally-known hotel brand, offering a diverse portfolio of luxury and midscale hotel brands that cater to both business and leisure travelers.