

**MichaelPage**

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## Head of Sales - Real Estate Agency

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#### Job Information

**Recruiter**

Michael Page

**Hiring Company**

Real Estate Agency

**Job ID**

1508278

**Industry**

Real Estate Brokerage, Management

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

11 million yen ~ 15 million yen

**Refreshed**

December 22nd, 2024 00:00

#### General Requirements

**Career Level**

Executive

**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

The Head of Sales will drive sales strategies, execution, and team performance in the real estate industry. The individual will be a crucial contributor to the company's growth and success by developing and maintaining profitable customer relationships.

**Client Details**

Our client is a well-established and respected organisation in the real estate services industry. As a medium-sized organisation, they have a strong presence in the market, providing high-quality asset management services to a diverse range of clients.

**Description**

- Develop and implement sales strategies aligned with the company's objectives
- Lead, coach, and motivate the sales team to achieve sales targets
- Develop and maintain long-term relationships with key clients

- Monitor market trends and competitor activity to identify new opportunities
- Collaborate with other departments to ensure alignment of company strategies
- Manage sales forecasting and budgeting processes
- Ensure compliance with industry regulations and company policies
- Represent the company at industry events and conferences

#### **Job Offer**

- Attractive incentive packages
- Opportunities for professional development and growth
- A supportive company culture that values teamwork and innovation
- Standard holiday leave and additional benefits

We encourage all qualified candidates to apply and contribute to our client's continued success in the real estate services industry.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Alice Aditya Josephine on +81 3 6832 8676.

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#### **Required Skills**

A successful Head of Sales should have:

- A bachelor's degree in Business, Finance, or a related field
- Proven experience in a similar role within the real estate agency industry
- Strong leadership and team management skills
- Excellent negotiation and customer relationship skills
- A strong understanding of market trends and sales strategies
- Business level of English and Japanese

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#### **Company Description**

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