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Director of Sales - Ultra-Luxury Hotel in Tokyo

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Job Information

Recruiter
[Michael Page](#)
Job ID

1515935

Industry

Hotel

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

January 17th, 2025 21:06

General Requirements

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Cluster Director of Sales will be responsible for leading and managing sales operations for a group of luxury properties. This role requires an individual with a strong passion for sales, excellent leadership and management skills.

Client Details

A luxury hotel that seamlessly blends traditional Japanese aesthetics with contemporary elegance.

Highly acclaimed internationally, it is a favourite among executives and distinguished guests.

Description

- Develop and implement comprehensive sales strategies for the cluster, aligned with the brand's global vision and the unique positioning of each property, cooperating with the Area Director of Sales & Marketing
- Lead, mentor, and inspire a high-performing sales team; fostering a collaborative and innovative work environment to achieve collective goals
- Ensure the team's alignment with the brand standards and sales objectives

Job Offer

- A unique opportunity to work at one of the most prestigious luxury hotels in Tokyo
- Competitive salary and benefits, commensurate with experience and skills
- The chance to be part of a highly acclaimed team, delivering world-class service to an elite clientele

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

A successful Cluster Director of Sales should have:

- A results-driven sales professional with a proven track record in driving revenue within the luxury hospitality sector
 - The ability to develop and implement effective sales strategies
 - A leader passionate about mentoring and developing future talent
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Company Description

A luxury hotel that seamlessly blends traditional Japanese aesthetics with contemporary elegance. Highly acclaimed internationally, it is a favorite among executives and distinguished guests.