



LEASING/ACCOUNT REPRESENTATIVE

経験者優遇/都内エリアの物件300室→3,000室獲得を目指す！

Job Information

Hiring Company

[inthehood, LLC](#)

Subsidiary

Dash Living

Job ID

1535009

Industry

Real Estate Brokerage, Management

Company Type

Small/Medium Company (300 employees or less)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Yamanote Line Station

Salary

4 million yen ~ 6 million yen

Work Hours

9:30~18:30 (休憩時間: 60分)

Holidays

完全週休2日制(土・日)、祝日、夏季休暇、年末年始休暇等

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

WHAT YOU'LL DO

- Promote and sell Dash Living's monthly furnished apartments to corporate customers according to their needs.
- Lead generation of new corporate clients and building partnerships and relationships.
- Establishes and owns relationships with key contacts at prospective clients and develops prospects into becoming new clients.
- Develop proposals that reflect the explicit needs of prospective clients.
- Handle inquiries by email, chats and phone calls ensuring a high level of customer satisfaction through excellent sales services.
- Maintain and expand customer databases (lead generation, referrals, etc.)
- Work effectively with internal partners from the Operations and Finance team to ensure the customer needs are fulfilled based on the guest's service requests.
- Communicate and report to HQ regarding the sales strategy and current updates.
- Help the Admin team to issue the invoice and contract for a smooth contract process.
- Provide assistance and support to the team.

WHAT WE OFFER

- A dynamic startup environment with career progression
- Experience in working with overseas teams
- Great platform to perform and learn for the best
- Share office environment with flexible working locations
- Bottomless artisanal coffee, tea and beer

[About Dash Living]

<https://www.dash.co/en/japan>

Employment Type

正社員(最初の6か月のみ有期契約社員)

試用期間

契約の更新 有(契約期間満了時の業務量、勤務成績により判断)

通算契約期間は上限無し

Salary Range

想定年収400万円～

※ご経験に応じて応相談。

Work location

本社(東京都港区西新橋1-1-1WeWork日比谷フォートタワー10-121)

毎週金曜日リモートワーク可

受動喫煙防止措置：屋内禁煙

Working/Break Time

9:30～18:30 (休憩：午後12時00分～午後13時00分)

時間外労働：あり(月平均20時間)

Holidays

完全週休二日制

Benefits Program

- 加入保険：健康保険、厚生年金保険、労災保険、雇用保険
- 交通費全額支給（上限3万円/月）
- 希望者産休取得率100%
- 都内に多数拠点があるシェアオフィスWeWorkで勤務

Required Skills

WHAT WE'RE LOOKING FOR

- Able to speak Japanese and English fluently
- Excellent listening, communication and presentation skills
- Bachelor's Degree
- At least 2-3 years of relevant experience (Real Estate / Hospitality industry experience will be an advantage).
- Sales network lead experience
- Sharp analytical skills coupled with good interpersonal and communication skills
- Must be able to work with minimal supervision
- Possess a "can do" attitude
- Fast learner and Self Starter

Company Description