



【福岡】Sales Director【世界最大/国内最大のフレキシブルオフィスプロバイダー】

◀継続成長企業▶注目業界のリーディングカンパニー！

募集職種

採用企業名

日本リージャスホールディングス株式会社 (三菱地所グループ)

求人ID

1466162

部署名

Fukuoka

業種

不動産仲介・管理

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

福岡県, 福岡市博多区

給与

800万円 ~ 1200万円

ボーナス

固定給+ボーナス

更新日

2024年07月11日 01:00

応募必要条件

職務経験

10年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

英語レベル

ビジネス会話レベル (英語使用比率: 常時英語)

日本語レベル

ネイティブ

最終学歴

大学卒: 学士号

現在のビザ

日本での就労許可が必要です

募集要項

Job Purpose

- Part of the country leadership team, driving sales performance for this dynamic and fast growth company.

- Maximize revenues by increasing conversion of sales leads and drive sales growth across multiple brands.
 - Oversee the development and execution of the country sales plan.
 - Understand customer needs so we advise which solutions and products are appropriate.
 - Spend time with existing customers to improve customer satisfaction and look for opportunities to sell additional products and services.
 - Work closely with Marketing to identify new channel opportunities and grow existing ones through targeted campaigns.
 - Understand the local market to ensure pricing is competitive.
 - Be a strong brand ambassador, network with the local business community to gain market intelligence and generate sales leads.
 - Drive performance of the local sales team.
 - Work closely with Group teams to ensure sales tools are up to date and relevant to the local market.
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スキル・資格

Required Skills, Experience & Qualifications

- Fluent in Japanese and English language.
 - Senior B2B solution/service sales and business development background.
 - Tangible track record of driving the top line sales growth, improving results month by month.
 - Pro-active approach to networking within business communities to generate new leads.
 - Works with customers to understand their needs and finds solutions to their problems.
 - Proven ability to develop, manage, track, and close sales and pipeline opportunities.
 - Flexible and broadminded with a "can-do" attitude, possessing a disciplined approach to business development.
 - Motivated, self-reliant, ambitious, and looking to join a team with significant growth aspirations.
 - Ability to motivate and drive sales teams, whilst ensuring they have the right resources, and are trained properly.
 - Monitor and measure performance through accurate and timely reports.
 - Professional and clear communication skills coupled with the ability to network at a high level and build strong business relationships.
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会社説明