



Specialist, Real Estate & Growth (Residential/Commercial)

東京で400室のマンスリーレンタルアパートとコリビングを運営し、事業拡大を目指す

募集職種

採用企業名

MetroResidences Japan株式会社

求人ID

1494830

業種

不動産仲介・管理

会社の種類

中小企業 (従業員300名以下) - 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

東京都 23区, 港区

最寄駅

千代田線、 赤坂駅

給与

600万円 ~ 1000万円

更新日

2024年11月20日 11:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

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

Join a Leading Residential Accommodation & Serviced Apartment Business in Tokyo!

We are a reputable accommodation provider specializing in flexible residential solutions. Catering primarily to the English-speaking expatriate community, as well as our valued Japanese-speaking corporate clientele, we're proud of the distinctive, high-quality service we offer in Tokyo.

Role Overview:

We are seeking an experienced **Specialist, in Residential & Leasing** to support our growth in Japan. This role, part of our Real Estate team, will supervise two executives and report directly to the CEO. The ideal candidate will focus on acquiring new residential properties for our portfolio through master leases or management contracts. Additionally, you will manage existing contracts, engage in negotiations and brokerage activities, and oversee the setup of new properties, ensuring they meet our high standards of furnishing and decoration. If you are a seasoned real estate professional passionate about residential leasing and property management, we encourage you to apply.

Key Responsibilities:

- Identify new residential buildings that can be converted into serviced apartments and coliving.
- Explain the benefits of MetroResidences and how it can value-add to their rental income to potential owners, funds and developers.
- Negotiate new and existing rental contracts and management agreements.
- Maximize the rental income of existing buildings.
- Lead and guide the real estate team members to manage existing properties
- Build and maintain good relationships with existing real estate partners.
- Launch new buildings by overseeing the setup and renovation of new properties.
- Ensure all properties meet regulations and company furnishing standards.

スキル・資格**Qualifications:**

- Minimum of 5 years of experience in real estate, residential leasing, real estate private equity, asset management, portfolio management, or related fields
- Bachelor's Degree in relevant areas of study (Business, Real Estate, Economics, Finance) preferred
- Native-level proficiency in Japanese and business-level proficiency in English.
- Prior experience as a deal maker in commercial/residential rental or hospitality management contracts.
- Extensive experience and deep understanding of commercial real estate in Japan.
- Strong sales presentation, leadership and team management abilities.
- Excellent communication and interpersonal skills.
- Ability to work independently and make informed decisions

会社説明