



レンタルオフィス営業\Sales Director/年収1000~1200万円@東京

レンタルオフィス業界のパイオニア企業でのSales Director

## 募集職種

人材紹介会社

ジョブインパルスジャパン株式会社

求人ID

1496960

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

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円 ~ 1200万円

勤務時間

9:00~18:00 (実働8時間)

休日・休暇

土日祝

更新日

2024年11月14日 01:00

## 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 (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

高等学校卒

現在のビザ

日本での就労許可が必要です

## 募集要項

### Main job description

- 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

- 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