

**【福岡】Area 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**

日本リージャス株式会社 (三菱地所グループ)

**求人ID**

1520772

**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**

2025年03月13日 00:00

**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: 25%程度)

**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