



三菱地所グループ | Community Sales Manager | 外国籍の方大歓迎 / 日本語での営業経験がある方

希望勤務地優遇：東京、静岡、岩手、名古屋、青森、大分、つくば、神戸、山形、大阪

Job Information

Hiring Company

Regus Japan Holdings K.K. (三菱地所グループ)

Job ID

1186877

Industry

Other (Hospitality)

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Japan

Salary

6 million yen ~ 8 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Work Hours

9:00-18:00

Holidays

土日祝日

Refreshed

November 27th, 2023 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School or Below

Visa Status

Permission to work in Japan required

Job Description

Purpose of Role:

As a Community Sales Manager, you'll be responsible for the smooth running of your Regus centre while finding ways to increase sales and revenue, helping more and more people enjoy the benefits of flexible working. You'll motivate your team to create a great working environment to ensure customer satisfaction and retention.

Duty

Sales
Implementation of preview tours and negotiations for new contracts
New business development.
Negotiating contract renewals for existing customers
Check customer payment status/profit management
Facility management
Maintaining and improving the quality of services provided by facilities in charge
Support for reception staff (Community Associates)
Customer payment checks and revenue management
Sales: Facility management = 8:2

Required Skills

Required skills/experience

Sales representative or corporate sales
Experience using MS Office Sufficient skill

Desired skill

Japanese and English bilingual

Human skills

Excellent communication skills and hospitality in dealing with customers
Being approachable and able to build strong relationships with customers
Be able to act as a model for everyone.
Positive, enthusiastic and able to adapt to rapidly changing circumstances
Be aware of problems and enjoy finding ways to solve them

Company Description

apan Regus brings the business model of IWG plc (Headquarters: Switzerland, CEO: Mark Dixon), the world's largest workspace provider with a network of more than 3,400 locations in more than 120 countries, over 1,100 cities, to Japan. A leading company in the flexible office business that has spread work styles throughout Japan. Founded in Brussels, Belgium in 1989 as an office space company for business travelers, IWG Pls (formerly Regus Group) is now based in the UK and listed on the London Stock Exchange. In Japan, Japan Regus Holdings Co., Ltd. opened its first rental office in Shinjuku Park Tower in September 1998. Since then, in order to meet all office needs, we have developed multiple brands throughout Japan, including "Regus" and compact "Open Office". In 2016, he launched SPACES, a business space that creates new communities, and currently has eight locations nationwide. In 2022, the high-end brand "Signature" will open in Roppongi Hills. From February 1, 2023, we will become a member of the Mitsubishi Estate Group, and will combine the existing domestic business bases of the group, the worldwide competitiveness of IWG Pls, and the network of Regus Japan, which boasts 173 bases in 47 cities in Japan. Many customers are using rental offices and coworking spaces through integration.
Regus homepage: <https://www.regus-office.jp/>