



MUWA NISEKO セールス マネージャー

2023年12月にニセコひらふにグランドオープン

Job Information

Hiring Company

合同会社H-SUMMIT

Job ID

1456159

Industry

Hotel

Company Type

International Company

Job Type

Permanent Full-time

Location

Hokkaido, Abuta-gun Kuchin-cho

Salary

4 million yen ~ 4.5 million yen

Work Hours

実働 08時間 00分 ●シフト勤務制（実働8時間／変形労働時間制）

Holidays

週休2日制（休日はシフト制） 年間有給休暇10日～20日（下限日数は、入社半年経過後の付与日数となります）、祝日

Refreshed

February 5th, 2026 11:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Business Level

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

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The Sales Manager will be responsible for developing and nurturing business through proactive direct sales, marketing, telemarketing, direct mail, appointment calls, hotel tours, etc., and developing strategic action plans for the hotel to drive measurable sales growth.

Recommend tools and sales training to optimize sales team performance, and work with each hotel team to identify areas of skill development and allocate sales and marketing resources appropriately.

Business Content

- Solicit new and existing customers and achieve revenue goals through telephone prospecting, field sales, site visits and written communications.
- Market the hotel verbally and in writing to potential customers to maximize revenue.
- Responsible for all aspects of the deal from solicitation to closing, handling the details of the deal, documenting it, and coordinating the participation of various departments in the deal.
- Develop and deliver persuasive oral sales presentations to prospective customers.
- If you determine that the potential business from the case is appropriate, prepare information for the client and meet and entertain the client.
- Communicate verbally and in writing to provide clear direction to all hotel departments to ensure quality service to customers.
- Prepares customer correspondence, internal booking reports and file maintenance.
- Participate in daily business review meetings, training and other sales related meetings as required.
- Represent the hotel at trade shows, community events and industry associations.
- Have knowledge of market trends, competitors and key customers of the hotel.
- Responsible for acting in accordance with, implementing and acting with caution in accordance with MUWA NISEKO/brand policies, procedures and standards.

Employment status : Full-time employee (first year as contract employee, then full-time employee)

Required Skills

Requirements

- High school or equivalent education required.
- * Experience in the hospitality industry is a must, especially in sales to travel agencies both domestically and internationally.
- Must have experience working in a hotel of similar size and quality.
- Excellent oral and written communication skills in Japanese and English are required.
- Possess computer skills including the use of Microsoft Word, Excel and PowerPoint.
- Be an active "participant," help colleagues with their duties, and be a team player.
- Able to prioritize, plan, organize and delegate.
- Able to work effectively within time constraints and deadlines.
- Comply with attendance rules and come to work.
- Ability to communicate effectively with supervisors, co-workers, the general public, guests and vendors.

Welcome Requirements

- Bachelor's degree preferred.
- 3+ years of sales experience preferred.

Employment status : Full-time employee (first year as contract employee, then become full-time employee)

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