



レンタルオフィス営業\Sales Director／年収1000～1200万円@大阪（西日本エリア担当）

レンタルオフィス業界のパイオニア企業でのSales Director

## Job Information

### Recruiter

JobImpulse

### Job ID

1459174

### Industry

Real Estate Brokerage, Management

### Company Type

Large Company (more than 300 employees) - International Company

### Job Type

Permanent Full-time

### Location

Osaka Prefecture

### Salary

10 million yen ~ 12 million yen

### Work Hours

9:00～18:00（実働8時間）

### Holidays

土日祝

### Refreshed

May 11th, 2024 05:00

## General Requirements

### Minimum Experience Level

Over 3 years

### Career Level

Mid Career

### Minimum English Level

Business Level (Amount Used: English Only)

### Minimum Japanese Level

Native

### Minimum Education Level

High-School or Below

### Visa Status

Permission to work in Japan required

## Job Description

### 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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## Required Skills

### 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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