



三菱地所グループ | Business Development 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、福岡、仙台、名古屋、大阪

Job Information

Hiring Company

Regus Japan Holdings K.K. (三菱地所グループ)

Job ID

1476110

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 ~ 10 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

May 23rd, 2024 11:00

General Requirements

Minimum Experience Level

Over 6 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

- Generate profitable new revenue to achieve agreed sales targets on generated Enterprise Accounts.
- Develop and maintain top-level relationships with designated accounts to establish a clear and comprehensive understanding of customer needs across the complete spectrum of Regus solutions.
- Develop, expand, maintain and report on a pipeline of qualified sales opportunities.
- Work with assigned third party corporate advisors (agents, corporate real estate specialists, management consultants etc.) to create Regus sales opportunities with their clients.
- Be an ambassador for Regus by attending and speaking at relevant events, hosting workshops and leveraging opportunities to build greater awareness of REGUS within the corporate occupier sector.
- Partner with Operations and Sales colleagues across relevant geographies to ensure consistent customer experience and to develop clear plans for target customer solution development.
- Share relevant feedback from Enterprise customers to support the continuous improvement of customer service and solution enhancement.
- Support other strategic business development activities as require.

Required Skills

Required Skills, Experience & Qualifications

- Senior B2B solution / service sales and business development background.
- Ability to work with customers to map out appropriate product sets and contract structures.
- Knowledge and understanding of company decision making and business case development processes.
- Experience in corporate real estate business development or real estate consulting is highly desirable.
- Experience of working within a global environment and matrix organisational structure.
- Proven ability to develop, manage, track, and close large deals. Track record of regularly exceeding targets.
- Proven track record in selling to large companies.
- Excellent communicator and ability to develop relationships and influence at a board level.
- Strategic thinker, with a commercial results-driven bias.
- Flexible and broadminded with a "can-do" attitude, possessing a disciplined approach to business development.
- Availability to travel domestically at short notice.
- Motivated, self-reliant, ambitious, and looking to join a team with significant growth aspirations.

Company Description