

レンタルオフィス営業＼Sales Director／年収1000～1200万円@福岡

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
1479468

Industry
Real Estate Brokerage, Management

Company Type
Large Company (more than 300 employees) - International Company

Job Type
Permanent Full-time

Location
Fukuoka Prefecture, Fukuoka-shi Chuo-ku

Salary
10 million yen ~ 12 million yen

Hourly Rate
年収1000～1200万円、経験・キャリアによる

Work Hours
9:00～18:00（実働8時間）

Holidays
土日祝、年末年始、年間休日124日

Refreshed
October 22nd, 2026 03:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level (Amount Used: English Only)

Minimum Japanese Level
Business Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

Key Responsibilities
1. P&L Ownership & Commercial Results
• Fully accountable for regional revenue, profitability, and cost performance.

• Deliver month-on-month growth across all brands and locations. • Optimize pricing, promotional activity, and sales strategy.
• Use data to improve occupancy, retention, and EBITDA.

2. Sales Leadership
• Lead regional sales performance across new sales, renewals, and upsell.
• Manage SDs and ASMs for strong pipeline discipline and conversion.
• Execute regional campaigns, broker strategies, and B2B outreach.
• Ensure consistent qualification, tours, proposals, and CRM quality.

3. Operations Excellence
• Lead ODs and CMs to ensure centre standards meet IWG expectations.
• Maintain excellence in workspace readiness, service delivery, and compliance.
• Oversee billing, move-ins/move-outs, and onboarding quality.
• Improve operational efficiency while protecting service performance.

4. Customer Experience & Retention
• Drive high NPS across the region.
• Implement structured retention strategies to reduce churn.
• Monitor feedback, solve issues quickly, ensure escalations are handled.
• Foster a strong customer-first culture.

5. People Leadership & Culture
• Lead and develop multi-layer teams.
• Manage recruitment, training, performance, and succession.
• Build accountability and continuous improvement.
• Develop future leaders across SD/OD/ASM/CM/CA levels.
• Ensure KPI understanding and delivery across all roles.

6. Market Intelligence & Strategy
• Analyse market trends and competitive landscape.
• Build relationships with brokers, landlords, and corporate clients.
• Identify growth opportunities and strengthen competitiveness.
• Adjust strategy according to business and market needs.

Required Skills

Required Skills & Experience
• 10+ years multi-site leadership experience.
• Strong P&L and commercial management capability.
• Experience managing both sales and operations.
• Strong B2B sales and customer management background.
• business Japanese; business English.
• Strong analytical and leadership capabilities.
• Able to travel frequently within Japan.
Leadership Attributes
• Strategic, confident, resilient.
• High integrity and strong problem-solving.
• Customer-centric with strong operational discipline.
• Able to execute both short-term and long-term strategy.

Company Description