



## 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**

July 2nd, 2026 01:00

### 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