



Junior Area Sales Manager Tokyo 【Tokyo/レンタルオフィスの営業/世界&国内最大】

Job Information

Hiring Company

Regus Japan K.K. (三菱地所グループ)

Subsidiary

日本リージャス株式会社

Job ID

1533672

Division

IST

Industry

Other (Real Estate, Construction)

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Toei Oedo Line, Akabanebashi Station

Salary

3.5 million yen ~ 5 million yen

Refreshed

May 29th, 2025 16:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Daily Conversation (Amount Used: English usage about 10%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

■ 仕事内容

当社の商品・サービスを取り扱う商業用不動産業者に対して、下記業務をご担当いただきます。

- 代理店への営業サポート、商品説明・提案
- 営業施策の立案・実行、キャンペーン、積極的な営業企画
- 新規代理店の開拓、代理店との定期的なコミュニケーションと関係構築の維持。
- 提案書や営業プレゼンテーションの作成、正確なCRMの管理

※営業先は不動産仲介会社ですが、新規開拓も担当いただきます。

Job Description

The successful candidate will be responsible for the following tasks for Commercial Real Estate Agent handling our products and services:

- Providing sales support to agents, explaining and proposing products
- Planning and executing sales policies, campaign and proactive sales planning
- Development of new agents and maintaining regular communication and relationship building with agents.
- Preparing proposals and sales presentations, maintaining accurate CRM
- * Sales destinations are mainly real estate brokerage firms, but you will also be responsible for new business development.

Required Skills

【必須条件】

- 法人営業または事業開発経験（2年以上）
- コミュニケーション能力に自信のある方
- 優れた交渉力
- 基本的なPCスキル（Excel、PowerPoint、Eメール等）

【求める人物像】

- 人付き合いや接待に抵抗がない人。
- 人付き合いや接待に慣れている人。

[Required Requirements]

- Experience in corporate sales or business development (2 years or more)
- Confident communication skills
- Excellent negotiation skills
- Basic PC skills (Excel, PowerPoint, e-mail, etc.)

[Desired Characteristics]

- Flexible
- Person who is comfortable with social interaction and entertaining.

Company Description