

# WYNDHAM • DESTINATIONS



## Sales Consultant

### Job Information

**Hiring Company**

[Wyndham Destinations Japan Ltd.](#)

**Subsidiary**

Travel and Leisure Japan Ltd

**Job ID**

1538793

**Industry**

Hotel

**Company Type**

Small/Medium Company (300 employees or less) - International Company

**Non-Japanese Ratio**

Majority Japanese

**Job Type**

Permanent Full-time

**Location**

Nagano Prefecture, Chikuma-shi

**Salary**

2.5 million yen ~ 4 million yen

**Refreshed**

July 10th, 2025 05:00

### General Requirements

**Minimum Experience Level**

Over 1 year

**Career Level**

Entry Level

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Other Language**

Chinese (Mandarin) - Business Level

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

### Job Description

**POSITION REPORTS TO:**

Project Director / Sales Director / Sales Manager

**POSITIONS REPORTING TO THIS POSITION:**

Nil

**KEY RELATIONSHIPS:**

Internal: Sales Administration

External: Guests / Owners

**PRIMARY OBJECTIVES:**

To actively contribute to the company vision of making holiday dreams come true by providing consistent and accurate sales presentations to guests, to achieve defined sales targets, and a high level of external and internal customer service.

The Sales Consultant is responsible for selling the holiday credits, which are securities as defined in the Corporations Law. The holiday credits are sold in strict compliance with the registered Product Disclosure Statement (PDS) and other rules required by Corporations Law.

**PRINCIPAL RESPONSIBILITIES: (Include but not limited to:)**

- Conduct consistent and accurate sales presentations to guests, to achieve defined sales targets
- Effectively deliver required sales targets
- Follow the Company's sales presentation guidelines, the 'Ten Steps of The Sale' to present consistently and accurately
- Represent the Company in an ethical, moral and professional manner
- Maintain and update as required all sales information and materials used for presentations
- Be an active participant in sales and training meetings
- Set and review performance goals weekly, monthly and year to date (YTD)
- Obtain referrals as per company pay plan requirements
- Fully observe and remain compliant at all times with Company policies and procedures
- Adhere to industry and Company best practices
- Employees must ensure they comply with WVRAP's OH&S Policy, procedures and any reasonable instruction given by WVRAP.
- Employees must not wilfully place at risk the health and safety of themselves or any other persons in the workplace and to not wilfully or recklessly interfere with or misuse anything provided for health and safety.
- Display a Count On Me! service to all internal and external parties.
- Display innovation through inspiring, creating and improving processes and products.
- Show integrity in all aspects of the position by doing the right thing, taking responsibility and delivering on the promise.
- Display leadership values by ensuring effective communication and respecting your peers and managers. Support others within the team and empower each other wherever possible.

**KEY POSITION CRITERIA:**

- Fluent in Mandarin and Japanese
- Strong customer service and integrity values
- Ability to apply sales techniques and skills to achieve successful outcomes
- High level of resilience and emotional intelligence
- Positive and enthusiastic attitude
- Excellent communication skills and listening skills
- Works independently, as well as, a team player
- Problem solving and negotiating ability
- Presents as a professional role model

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**Required Skills**
**KEY POSITION CRITERIA:**

**RECRUITMENT CRITERIA:**

- Proficient in speaking and written Japanese and English
- High School diploma or relevant work experience
- Previous experience within a similar position.
- Knowledge and understanding of OH&S
- Ability to work a flexible schedule, including nights, weekends, public and school holidays.
- Timeshare experience a benefit but not required
- Demonstrate good customer service
- Must be energetic and express the Count On Me philosophy at all times
- Must be self-motivated, being able to manage multiple tasks
- Must be well organized and able to perform under stressful situations
- Must be able to communicate and partner effectively
- Computer proficiency required
- Knowledge of MS Office specifically
- Web based application management

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**Company Description**