



## [High Income] Renovation Proposal Sales (13347) Exclusive job

### Job Information

**Recruiter**

United World Inc

**Job ID**

1542322

**Industry**

Equipment

**Company Type**

Small/Medium Company (300 employees or less)

**Non-Japanese Ratio**

About half Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

4.5 million yen ~ 10 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

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### General Requirements

**Minimum Experience Level**

Over 1 year

**Career Level**

Mid Career

**Minimum English Level**

Business Level (Amount Used: English usage about 50%)

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

### Job Description

**[Company Overview]**

This company provides renovation services for properties purchased by people who have purchased real estate (such as condominiums) in the Tokyo metropolitan area and three prefectures.

The company has achieved high profitability and high growth, and is expected to reach 1.5 billion yen (1 billion yen in the previous term) in its seventh year. Supported by real estate companies, orders have been increasing year by year, with an average order value of about 4 million yen and about 350 contracts per year.

## [Attractiveness]

- There are an increasing number of cases where foreign nationals purchase and renovate homes, and there are few renovation companies that can provide support in English and Chinese, so there are no competitors.
- There are high incentives, and some employees can achieve a monthly income of 900,000 yen in their first year after joining the company.

Incentive: Contract amount x gross profit rate x commission rate (10-20%)

## ■Monthly income example:

6 months after joining the company: Monthly income of 400,000 yen (monthly salary of 300,000 yen + commission of 100,000 yen)

1 year after joining the company: Monthly income of 900,000 yen (monthly salary of 300,000 yen + commission of 600,000 yen)

## ■Annual income example:

2nd year after joining the company: Annual income of 8 million yen

## [A system that produces high profit margins]

They have gained trust from real estate companies and boast a high success rate. In addition, by having their own construction department and in-house construction, they have succeeded in maintaining a high profit margin. In terms of productivity, they hire assistants to eliminate waste in sales work, and they do not do labor-intensive home construction projects, but focus on vacant property projects with high productivity. In the industry, which is said to be a 7 trillion yen industry, they differentiate ourselves from the major players by thoroughly implementing their own stance and efficiency.

\*This position is available only for people residing in Japan

## [Job Description]

The number of cases using English and Chinese is on the rise due to an increase in the need for renovations from customers of foreign nationality. They welcome those who can communicate in English and Chinese!

[Job Details] You will be introduced to customers who are "purchasing a home + renovating" from their affiliated real estate agents. After the introduction, they will propose a renovation plan before the customer moves in. They will be in charge of the entire process until the handover.

## [Specifics]

- Responding to inquiries about renovation projects (mainly responses/2-3 cases per day)
- On-site survey
- Planning (proposing their original plan based on the contents of the consultation)
- Creating estimates (explaining with image perspectives, planning sheets, and estimates)
- Ordering materials necessary for construction, arranging for craftsmen, and schedule management
- Handover

## [Requirements]

- 1 year or more of sales experience
- English or Chinese: Business level
- Japanese: Business level

## [Preferred requirements]

- Regular driver's license

## [Conditions and Benefits]

Employment Type: Permanent

Trial period: 3 months

Estimated annual income: ¥4.5M~10M (including 40 hours of fixed overtime pay)

Work location: Tokyo

Working hours: 9 : 00~18 : 00

Holidays: 2 days a week (Wednesday and Sundays), national holidays

Vacation: Summer vacation, year-end and New Year holidays, and other vacations available

Overtime: Average month 20 h

Benefits: Complete social insurance, commuting allowance (according to company regulations), and other benefits

## [About the Selection Process]

Number of applicants: 4~5

Documents required for application: resume, resume of work

Online interview: Face-to-face interview (remote for those who are far away. Final interview is face-to-face.)

Interview language: Japanese

Number of interviews (flow): 1~2 times

\* May change depending on the situation of the candidate

## 【会社概要】

一都三県の不動産(マンションなど)を購入された方を対象に購入された物件のリフォームを提供している会社です。

高収益率、高成長を実現し、7年目の今期は15億（前期は10億円）で着地する見込みとなっています。不動産会社から支持され年々右肩上がりに受注を伸ばしており、平均受注単価は400万程で年間契約件数は350件程です。

## 【魅力】

・外国籍の方が住宅を購入してリフォームするケースが増えており、英語、中国語を使って対応できるリフォーム会社が少なく、競合他社がありません。

・インセンティブが高く、入社1年目で月収90万円を実現される社員もいます。

インセンティブ： 請負金額×粗利率(40%前後)×歩合率（10～20％）

■月収例：

入社半年 月収40万円（月給30万円+歩合10万円）

入社1年 月収90万円（月給30万円+歩合60万円）

■年収例：

入社2年目 年収800万円

【高い利益率を出す仕組み】

不動産会社からの信頼関係を得て、高い成約率を誇っています。又、自社で工事を抱えて施工を内製化する事で高い利益率を保持する事に成功しています。生産性の面においてはアシスタントを採用して営業の業務の無駄を省き、施工は労力のかかる在宅案件はやらずに生産性の高い空室案件に絞っています。7兆円産業ともいわれる、業界で独自のスタンスと効率化を徹底する事で大手との差別化を図っています。

【仕事内容】

外国籍のお客様からのリフォームニーズが増えており、英語、中国語を使用した案件が増加傾向にあります。英語、中国語でのコミュニケーションが可能な方大歓迎です！

【業務詳細】提携先不動産業者から「住宅購入＋リノベ」のお客様をご紹介します。ご紹介後はお引越しまでの間にリノベプランをご提案。お引渡しまでを一気通貫で担当します。

【具体的には】

- ・リフォーム案件の問い合わせ対応（反響がメイン/1日2～3件）
- ・現地調査
- ・プランニング（ご相談内容をもとに、弊社オリジナルプランを提案）
- ・見積作成（イメージパースやプランニングシート、見積書で説明）
- ・工事に必要な部材発注や職人の手配・スケジュール管理
- ・引きわたし

【必須要件】

- ・1年以上の何かしらの営業経験
- ・英語力 or 中国語：ビジネスレベル
- ・日本語力：ビジネスレベル

【歓迎要件】

- ・普通自動車免許

【条件・待遇】

雇用形態：正社員  
想定年収：450万円～1,000万円  
試用期間：3ヵ月間  
勤務地：東京  
休日：完全週休2日（水・日）、祝祭日  
休暇：夏季休暇、年末年始休暇、その他の休暇有  
残業時間：20時間（固定残業代40時間）  
受動喫煙防止措置：屋内禁煙  
福利厚生：社会保険完備、通勤手当（会社規定に沿う）、その他福利厚生有

【選考について】

募集人数：4～5名

応募に必要な書類：履歴書、職務経歴書

オンライン面接：対面面接（遠方の場合はリモート。最終面接は対面。）

面接の言語：日本語

面接回数／流れ：1～2回

\*採用状況や求職者の方によって変更あり

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## Company Description