



## PR/118746 | Director of Sales

### Job Information

#### Recruiter

JAC Recruitment Thailand

#### Job ID

1571189

#### Industry

Real Estate Brokerage, Management

#### Job Type

Permanent Full-time

#### Location

Thailand

#### Salary

Negotiable, based on experience

#### Refreshed

June 23rd, 2026 14:00

### General Requirements

#### Minimum Experience Level

Over 6 years

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

None

#### Minimum Education Level

Associate Degree/Diploma

#### Visa Status

No permission to work in Japan required

### Job Description

#### About the Role

- Lead commercial performance across **Rooms, F&B, Events, and Marina-linked opportunities**.
- Build the **sales infrastructure**, lead the team, and execute **account management strategies**.
- Work closely with the **General Manager** and **corporate marketing team** to align brand positioning.

#### Key Responsibilities

- **Sales Strategy & Business Development**: Develop strategies for leisure, corporate, MICE, weddings, and marina-linked segments; conduct market analysis; maintain client relationships.
- **Sales Operations & CRM**: Implement CRM, ensure data integrity, and manage reporting.
- **Revenue Management**: Collaborate on budgets, rate strategies, and optimize ADR, RevPAR, and occupancy.
- **Events & Partnerships**: Grow MICE/events segment, create packages, and build partnerships.
- **Team Leadership**: Train and motivate the sales team; foster accountability and collaboration.
- **Reporting**: Provide monthly and quarterly performance updates with data-driven insights.

#### Candidate Requirements

- **Experience**: 8–10 years in hotel sales, with at least 3 years in a leadership role.
- Proven success in **corporate, MICE, and leisure segments**.
- Strong **CRM and account management skills**.
- **Bilingual (Thai & English)**, financially literate, and highly organized.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description