



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

May 26th, 2026 16:01

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.

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Company Description