



Brokerage Sales of luxury properties

Job Information

Recruiter

[Hi-Tech Japan K.K.](#)

Hiring Company

PropTech company

Job ID

1573238

Industry

Real Estate Brokerage, Management

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

4 million yen ~ 6 million yen

Salary Commission

Commission paid on top of indicated salary.

Refreshed

February 6th, 2026 23:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

- **Overview:** A new brokerage function focused on high-end property transactions has been launched to support business growth. Early-stage members are sought to help build and shape the operation from the ground up.
- **Key Responsibilities:** Engaging with high-net-worth clients to understand asset needs, proposing premium properties in prime locations, managing negotiations and closings, conducting property viewings, and coordinating with external partners.
- **Sales Approach:** Client acquisition may come through internal channels, referrals, independent outreach, or personal networks. There is no fixed sales model, allowing flexibility to operate in a style that best suits individual strengths.

Required Skills

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- Those who have a real estate transaction qualification
- Experience in real estate sales brokerage or real estate purchase/sales (estimated 2 years or more)

Welcome skills

- More than 3 years of experience in real estate brokerage sales
- Knowledge of finance and asset management
- Experience in sales/customer service to wealthy people
- Those who have a high track record as a salesperson

Company Description