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
November 13th, 2026 12:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Native Level

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