



Understanding People

MICE Sales Manager / MICEセールスマネージャー

Focus on MICE business development

Job Information

Recruiter

Specialized Group

Job ID

1582004

Industry

Hotel

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

April 8th, 2026 07:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Sales Manager - MICE | Hotel Industry セールスマネージャー - MICE ホテル業界

Our client, a leading company in the hotel industry, is seeking a Sales Manager - MICE to drive revenue through Meetings, Incentives, Conferences, and Exhibitions. This role offers the opportunity to develop new corporate accounts and maintain strong client relationships, focusing on maximizing market share and group room revenue.

Key Responsibilities:

- Identify and secure new MICE accounts
- Negotiate group room rates and banquet revenue
- Manage corporate and event planner accounts
- Collaborate with Revenue Management for pricing strategy
- Participate in trade shows and industry events

Qualifications:

- 3–5+ years of hotel sales experience in MICE or group segment
 - Strong B2B relationship management skills
 - Proven track record of achieving sales targets
 - Excellent negotiation and presentation skills
 - Native English speaker
 - Knowledge of international and domestic MICE market trends
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Company Description