



営業部長（ラグジュアリーホテル / Director of Sales）【東京拠点】

ラグジュアリーホテルの成長を牽引する営業責任者ポジション

Job Information

Recruiter

[Cornerstone Recruitment Japan K.K.](#)

Job ID

1582311

Industry

Hotel

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

April 13th, 2026 05:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Director of Sales

Location: Tokyo, Japan (Remote-based with travel as required)

Employment Type: Full-time

Compensation: Base salary + performance-based bonus

About the Organization

A luxury hospitality company operating a high-end hotel in Osaka is seeking a Director of Sales to lead commercial growth and market expansion. The property combines contemporary hospitality with cultural experiences and destination dining,

catering to guests seeking distinctive and memorable stays.

The organization is focused on delivering premium service, innovative experiences, and sustainable hospitality practices.

Role Overview

The Director of Sales will lead the overall sales strategy to drive revenue growth, increase market presence, and strengthen brand positioning for the property.

This role is based in Tokyo with remote work flexibility and frequent travel for client engagement. The position focuses on developing new business opportunities, managing strategic accounts, and guiding the sales function while working closely with marketing, revenue management, and operational teams to optimize commercial performance.

Key Responsibilities

- Develop and implement sales strategies aligned with overall revenue and market growth objectives
- Drive business development across corporate, meetings and events, leisure travel, and travel trade segments
- Identify and convert new business opportunities within the Tokyo market and other key feeder markets
- Build and maintain long-term partnerships with corporate clients, agencies, and industry stakeholders
- Lead sales planning activities including budgeting, forecasting, and pipeline management
- Collaborate with marketing, revenue management, and operations teams to maximize sales performance
- Represent the organization at industry events, trade shows, roadshows, and client meetings
- Provide leadership and guidance to sales team members to build a high-performing sales culture
- Monitor market trends, competitor activities, and customer insights to inform strategic decisions

Qualifications

Required

- At least 5 years of experience in a sales leadership or management role
- Experience in corporate sales, business development, or industry trade events
- Demonstrated success in achieving revenue targets within hospitality or related industries
- Strong strategic planning and market analysis capabilities
- Excellent communication, negotiation, and relationship management skills
- Fluent Japanese and English communication skills
- Good understanding of the Tokyo market including corporate clients, events business, and travel agencies

Preferred

- Bachelor's degree in business, hospitality management, or a related field

Benefits & Work Environment

- Performance-based bonus structure
- Commuting and business travel allowances
- Professional development opportunities through online learning platforms
- Employee discounts for hotel stays and dining within the group
- Approximately 120 annual holidays
- Additional paid leave for birthdays
- Complimentary meals during working days
- Employee assistance program (EAP) for wellbeing support

- Opportunities for career growth within an expanding hospitality organization

Company Description