



Real Estate Agent

Luxury real estate all over Japan

Job Information

Recruiter

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

Hiring Company

A growing real estate company that deals with high net worth ind

Job ID

1583670

Industry

Real Estate Brokerage, Management

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

3 million yen ~ 3.5 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

March 23rd, 2026 11:59

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Seeking an experienced and motivated Sales Leader to head our real estate operations in Tokyo. This individual will be

Seeking an experienced and motivated Sales Leader to head our real estate operations in Tokyo. This individual will be responsible for driving the sales side of the business, managing the day-to-day operations, and ensuring the successful growth of our brand in the Tokyo market. This role requires a self-starter with strong leadership skills and the ability to operate independently while achieving ambitious sales targets.

Key Responsibilities

- **Sales Leadership:** Develop and implement a robust sales strategy to drive revenue growth and meet or exceed sales targets in the Tokyo real estate market.
- **Operational Management:** Oversee all aspects of the Tokyo office operations, ensuring efficiency, compliance, and alignment with the company's standards.
- **Team Building and Leadership:** Recruit, train, and manage a high-performing sales team. Provide mentorship and support to ensure professional development and team success.
- **Market Expansion:** Identify new business opportunities, including high-value listings, strategic partnerships, and untapped client segments to expand market presence.
- **Client Relationship Management:** Build and maintain strong relationships with clients, partners, and stakeholders to secure high-value sales and repeat business.
- **Brand Representation:** Serve as the face of the company in Tokyo, representing the company in key client meetings, industry events, and public engagements.
- **Market Expertise:** Stay updated on trends and developments in the Tokyo real estate market and provide insights to guide company strategy.
- **Sales Reporting and Analysis:** Track sales performance, analyze key metrics, and report results to senior leadership with actionable recommendations.

Required Skills

- More than 3 years of experience in the real estate industry, with the skills to handle all operations including sales and rentals.
- Proven track record of meeting or exceeding sales targets in a competitive market.
- Deep knowledge of the Tokyo real estate market, including regulations, market trends, and key players.
- Strong leadership and team management skills, with experience building and motivating high-performing teams.
- Excellent negotiation and communications skills, both verbal and written.
- Native or business-level proficiency in English and Japanese.

Company Description