



PR/119674 | Head of Agent Training

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1598989

Industry

Real Estate Brokerage, Management

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 12th, 2026 08:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Head of Agent Training – Senior Leadership

Salary: Negotiable (Senior Leadership Package)

Location: Bangkok, Thailand

Our client is a leading real estate platform in Thailand, Reacquired and rebuilt in 2025, the business is founder-led and growing rapidly.

At the centre of everything is the agent.

Responsibilities:

This is a **senior leadership position** reporting directly to the CEO. The role requires both strategic design and hands-on delivery of training programs. You will:

- Audit and organise the company's large training catalogue into a coherent library.
- Design structured training journeys for agents at different stages — from new joiners to senior performers.
- Deliver training personally, including sessions with senior agents and brokerage leaders.
- Leverage internal leaders, top agents, and in-house media/podcast resources to create engaging content.

- Embed a culture of continuous learning across the brokerage.
- Track training against performance data (viewings, conversions, deal output) to sharpen programs.

Qualifications:

Significant direct experience in **Thailand real estate sales**.

- A proven track record in **training, coaching, or capability programs** in sales-driven environments.
- Strong communication and facilitation skills to engage experienced salespeople.
- Creative ability to transform a large content library into structured, compelling programs.
- Fluency in Thai (preferred); international candidates with direct Thai market experience will be considered.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description