【Muwa Niseko】　Luxury Real Estate Sales Specialist

Luxury Resort | Staff Accommodation

Job Information

Hiring Company
合同会社H-SUMMIT

Job ID
1600266

Industry
Hotel

Job Type
Contract

Location
Hokkaido, Abuta-gun Kucchin-cho

Salary
4 million yen ~ 5 million yen

Salary Bonuses
Bonuses paid on top of indicated salary.

Work Hours
In accordance with company policies

Holidays
In accordance with company regulations

Refreshed
October 27th, 2026 06:00

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
High-School

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Sell luxury residences at one of Japan's most prestigious ski resorts, **MUWA NISEKO**
- Work with domestic and international sales agencies while serving high-net-worth clients from around the world
- Enjoy **complimentary staff accommodation**, making relocation to Niseko easy for candidates from across Japan
- Develop a unique combination of luxury real estate, hospitality, and international sales experience

■Summary of Position

MUWA NISEKO is a world-class luxury residence offering true ski-in, ski-out access in Niseko's renowned Grand Hirafu Resort. Recognized as the **World's Best New Ski Hotel** and awarded a **Michelin One Key** in 2024, MUWA NISEKO has become one of Japan's premier luxury destinations.

We are seeking a motivated Real Estate Sales Specialist to support the sales of our exclusive residences. This role goes beyond traditional real estate sales—you will guide prospective buyers through property tours, coordinate with domestic and international sales agencies, build long-term relationships with clients, and help deliver an exceptional purchasing experience.

The role also offers opportunities to contribute to marketing activities, including maintaining sales materials, supporting photography and promotional content, and assisting with online presentations for overseas clients.

■Major Responsibilities

- Build and maintain relationships with appointed domestic and international sales agencies
- Respond to inquiries from prospective buyers and conduct property tours
- Coordinate appointments and assist clients throughout the purchasing process
- Manage sales contracts and prepare all necessary documentation
- Maintain accurate customer records and sales data
- Update brochures, presentations, and other sales materials
- Support simple marketing activities, including photography, video content, and promotional material updates
- Conduct online presentations and communicate with overseas clients as required
- Work closely with internal departments to deliver an outstanding customer experience

【Employment Type】

Contract Employee (First Year)
Opportunity to become a Permanent Full-Time Employee after one year based on performance.

【Salary】

Monthly Salary: JPY 350,000 – JPY 400,000

✓ KPI-based performance bonus (from the second year of employment)

【Working Hours】

8:30 AM – 5:30 PM (1-hour break)

Working hours may vary depending on business needs and client appointments. Weekend work may be required, with weekdays provided as days off.

【Work Location】

Niseko, Hokkaido

Complimentary staff accommodation is available, making relocation from other parts of Japan easy.

【Holidays & Leave】

In accordance with company regulations.

【Benefits & Welfare】

- Social insurance
- Complimentary staff accommodation (subject to company policy)
- Staff discounts for hotel facilities and restaurants
- KPI-based performance bonus (from the second year of employment)
- Supportive environment for building a long-term career in Niseko

Required Skills

■Qualifications

[Required]

- Business-level Japanese and English
- 3–4 years of residential real estate sales experience (Japan or overseas)
- Proficiency in Microsoft Word, Excel, and PowerPoint
- Strong customer service mindset with a proactive approach
- Excellent verbal and written communication skills
- Flexible to work weekends and weekday shifts
- Valid Japanese driver's license

[Preferred]

- Japanese Real Estate Transaction Agent (宅地建物取引士) qualification
- Chinese language skills
- Experience with luxury real estate or hospitality
- Experience with Photoshop, photography, videography, or other marketing/design tools

Company Description