



PR/119972 | Sales Executive / Manager – Luxury Residential Real Estate

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1600909

Industry

Real Estate Brokerage, Management

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 14:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Sales Executive / Manager – Luxury Residential Real Estate

Salary: 60,000 – 120,000 THB depending on experience

Location: Bkk BTS area

Company: Real estate developer

Position Summary

The Sales Manager is responsible for driving sales performance, leading a team of property consultants, and developing strategic relationships with high-net-worth individuals (HNWIs), investors, and premium property buyers. The role focuses on luxury residential properties, including branded residences, penthouses, villas, and exclusive developments.

Key Responsibilities

- Lead and drive sales performance for luxury residential properties, ensuring achievement of revenue and sales targets.
- Build and maintain relationships with high-net-worth individuals (HNWIs), investors, family offices, and premium property buyers.
- Manage, coach, and develop a high-performing sales team through regular performance monitoring and training.
- Conduct property presentations, private viewings, negotiations, and closing of high-value transactions.
- Develop and execute sales strategies, pipeline management, and business development initiatives.
- Monitor market trends, competitor activities, and pricing strategies to identify growth opportunities.
- Collaborate with marketing and key stakeholders to generate leads, enhance brand presence, and deliver exceptional client experiences.

Required Qualifications

- Bachelor's degree in Business Administration, Marketing, Hospitality, Finance, Luxury Brand Management, or a related field.
- 5+ years of experience in sales, business development in selling high-value products or services and managing relationships with high-net-worth individuals (HNWIs), executives, entrepreneurs, or affluent clientele.
- Established network within luxury, premium, lifestyle, hospitality, banking, wealth management, automotive, or other high-end customer segments is highly preferred.
- Strong leadership, negotiation, communication, and client relationship management skills, with the ability to engage confidently with senior-level and affluent clients.

Interested candidates, please send your resume in English to us.

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Company Description