Resort Sales Executive | Marriott | Phuket or Bali (日本人顧客向け)

¥7M–20M | Visa Support | Commission

Job Information

Hiring Company
MVCI Thailand Ltd.

Subsidiary
MVCI Thailand Ltd. (Marriott Vacation Worldwide)

Job ID
1619150

Industry
Hotel

Company Type
Large Company (more than 300 employees) - International Company

Non-Japanese Ratio
Majority Non-Japanese

Job Type
Permanent Full-time

Location
Thailand, Phuket or Bali

Salary
7 million yen ~ 20 million yen

Salary Commission
Commission included in indicated salary.

Work Hours
According to company regulations.

Holidays
Two days off per week

Refreshed
November 18th, 2026 00:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
High-School

Visa Status
No permission to work in Japan required

Job Description

≪Job Overview & Position Highlights ≫

- Conduct sales presentations, lead resort tours, explain membership benefits, close sales contracts, and follow up with new members to drive business growth
- Build lasting relationships with prospective members, deliver personalized service, and generate referrals while creating valuable vacation ownership experiences
- Join a globally recognized Marriott brand with comprehensive training, an inclusive international team, and career development opportunities for long-term growth
- Earn a competitive base salary plus commission, with potential monthly earnings of USD 10,000–15,000, insurance coverage, training bonuses, and Marriott hotel discounts for family and friends

【Position Summary】
The primary responsibility of this role is to effectively utilize our company's methods, which are thoroughly trained upfront and include various sales techniques and processes to convert prospective members. This involves developing strong relationships with potential members, ensuring their satisfaction, and generating future business opportunities through referrals.

< Job-Specific Tasks >

- Conducting Sales Presentations: This includes adhering to our company's consultative Sales Process, establishing trust with prospects, leading resort tours, explaining product features and benefits, completing and closing sales contracts, and following up with new members.
- Working with Sales Management: Collaborating with sales management to minimize cancellations, analyzing problems, and completing purchase summary worksheets.
- Providing Service to Others: Responding to member inquiries, leveraging available resources, and effectively providing service.
- Other Responsibilities: Managing time effectively, learning our organization's culture and processes, improving sales presentation approaches, participating in training sessions, attending meetings, mentoring other Sales/Membership Executives, staying informed about current events, and performing other duties as assigned.

This comprehensive outline highlights the importance of effective communication, attention to detail, and a client-focused approach to success in the Sales Executive position. Your dedication to these principles will be crucial in achieving our goals and maintaining our high standards of service.

Thank you for your attention to this matter. Please let me know if you have any questions or need further clarification.

■Why Marriott Vacation Club?

- Award-winning call center culture
- Inclusive, international team environment
- Career development opportunities within Marriott Vacation Worldwide
- Full training provided—no prior experience required
- Office locations in Phuket or Bali

■About us
Marriott Vacations Worldwide is an equal opportunity employer committed to hiring a diverse workforce and sustaining an inclusive culture.

【Employment Type】
Full time

【Salary】
Competitive base salary + commission
(potential monthly earnings from 10,000-15,000 USD per month subject to individual performance)

【Working hours】
According to company regulations.

【Work location】
Phuket or Bali

【Holidays & Vacations】

- Two days off per week

【Benefits】

- 26-week training bonus (subject to local sites)
- Van transfer and canteen provided (subject to local sites)
- Insurance provided
- Provident Fund (subject to local sites)
- Annual health check-up (subject to local sites)
- Exclusive Marriott Room Rate Discount Program for family and friends
- Visa sponsorship and work permit support

Required Skills

【Qualifications】

- Strong verbal communication skills in Japanese
- High School Certificate or above (in related field)
- 3+ Years of related working experience
- Strong presentation skills
- Friendly, confident, and enthusiastic personality
- Active listening and questioning skills
- Target-driven mindset
- Flexible availability (5 days/week)

【Candidate Profile】
Our ideal candidate should have a high school certificate or higher education level, as well as being proficient in Japanese. Additionally, successful candidates must be flexible and willing to occasionally work weekends and holidays as required by business needs.

Company Description