【外資系高級ホテル】法人営業マネージャー

国際的なホテルグループで専門研修を受けながらキャリアアップ可能

Job Information

Recruiter
Morgan McKinley

Job ID
1621653

Industry
Bank, Trust Bank

Job Type
Contract

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

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General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

世界的に評価されるラグジュアリーホテルグループにて、法人顧客の新規開拓から既存顧客管理、営業戦略の立案・実行までを担う法人営業ポジションです。

専門研修やスキルアップの機会もあり、国際的に確立されたホテルグループで、安定したキャリア形成が可能です。

フレックスタイム制、年間休日114日、業績連動型ボーナスなど、働きやすさと待遇面も充実しています。

主な職務内容

- 新規法人顧客の開拓、および営業基盤の拡大
- 既存法人顧客との関係強化およびアカウント管理
- 法人・団体・イベント案件に関する問い合わせ対応、提案・見積作成および契約交渉
- 市場動向や顧客ニーズの分析に基づく営業戦略の立案・実行

- 販促活動やマーケティング施策の企画・推進による市場認知度の向上
- 若手営業メンバーの指導・育成およびチームの目標達成支援
- 商談から契約締結まで丁寧なコミュニケーションを行い、サービス品質と顧客満足度の維持・向上を図ること

Are you an experienced Hotel Sales Manager or Corporate Sales Professional looking to advance your career in Tokyo's luxury hospitality industry?

Join a prestigious international luxury hotel in central Tokyo as a Sales Manager - Luxury Hospitality, where you will drive corporate business development, strengthen relationships with high-value clients, and contribute to revenue growth within a world-class hotel environment.

This opportunity combines corporate account management, B2B sales, group bookings, event sales, and business development. You will manage client relationships from initial enquiry through proposal development and contract negotiation, while identifying new commercial opportunities in Tokyo's competitive luxury hotel market.

You will also collaborate with internal hotel teams and support junior sales colleagues, making this an attractive opportunity for hospitality sales professionals seeking greater commercial responsibility and leadership experience.

Key Responsibilities

- Corporate Business Development: Identify and acquire new corporate accounts to expand the hotel's client portfolio and generate additional business opportunities.
- Key Account Management: Build and maintain long-term relationships with existing corporate clients, ensuring strong customer satisfaction and repeat business.
- Corporate Sales & Group Bookings: Manage corporate, group, and event enquiries, providing tailored proposals and coordinating commercial arrangements.
- Sales Proposals & Contract Negotiation: Prepare sales proposals, negotiate commercial terms, and manage client discussions through to contract agreement.
- Sales Strategy & Revenue Growth: Identify market trends, assess business opportunities, and implement sales initiatives to support revenue targets.
- Market Development: Monitor the Tokyo luxury hospitality market and identify potential corporate clients, group business, and event-related opportunities.
- Promotional Activities: Coordinate sales promotions, marketing initiatives, and client engagement activities to strengthen the hotel's market presence.
- Cross-Functional Collaboration: Work closely with hotel operations, events, marketing, and other departments to deliver effective client solutions.
- Sales Team Support & Mentoring: Provide guidance and support to junior sales team members, helping them develop commercial skills and achieve departmental objectives.
- Customer Relationship Management: Maintain professional communication with clients throughout the sales process, ensuring service quality and strong business relationships.

Required Skills

必須条件 経験・資格：

- ホテル、または関連業界における法人営業、または法人アカウント管理の実務経験（2年以上）
- 法人顧客対応、営業提案、商談・契約交渉の経験
- ホテル・ホスピタリティ業界での営業経験： ホテル営業、またはホスピタリティ業界における法人アカウント管理の実務経験が2年以上ある方。
- 法人顧客対応経験： 法人顧客との関係構築、既存アカウントの管理、商談対応などの実務経験。
- 営業提案・契約交渉経験： 提案書・見積書の作成、顧客からの問い合わせ対応、商業条件の交渉経験。
- 新規開拓・事業開発スキル： 新たな営業機会を発掘し、見込み顧客へのアプローチや売上拡大につなげられる能力。
- ホテル営業に関する知識： ホテル業界の営業プロセス、法人顧客のニーズ、ホスピタリティサービスに関する基本的な理解。
- 学歴： 大学卒業以上。

ソフトスキル：
- **関係構築力** 顧客との信頼関係を構築・維持する能力
- **主体性・目標達成力** 顧客志向を持ち、自ら考え行動して成果につなげる能力
- **コミュニケーション・交渉力** 多様な関係者との円滑な意思疎通や、効果的な交渉を行う能力
- **協調性・チームワーク** 他部門と連携し、チーム全体の目標達成に貢献する能力
- **指導・育成力** 若手メンバーをサポートし、成長を促進する能力
- **柔軟性・サービス志向** 状況に応じて柔軟に対応し、質の高いサービスを提供する能力

語学力：
- **日本語：**流暢
- **英語：**日常会話レベル

歓迎条件
- 5つ星ホテル、または国際的に評価の高いラグジュアリーホテルでの勤務経験
- 法人営業、団体予約、MICE関連ビジネスの実務経験
- 東京のラグジュアリーホテル市場に関する知識・理解
- 若手営業メンバーの指導・育成、またはサポート経験

採用企業について
世界的に高い評価を受けるラグジュアリーホテルグループ。

卓越したサービス水準と洗練されたゲスト体験を強みとし、国際色豊かな職場環境を提供しています。

東京の高級ホテル市場でも確固たるプレゼンスを確立しており、実績あるホテル運営組織のもとで、長期的なキャリア形成を目指せる環境です。

この求人がおすすめの理由
- **競争力のある報酬体系：**経験・能力を考慮した年収に加え、業績連動型ボーナスの支給機会あり
- **柔軟な働き方：**ワークライフバランスに配慮したフレックスタイム制
- **国際的なビジネス環境：**ラグジュアリーホテルならではの環境で、法人顧客とのネットワークを構築できる
- **キャリア開発の機会：**専門研修やリーダーシップ経験を通じた成長機会
- **充実した福利厚生：**社会保険完備、交通費支給、食事補助など
- **年間休日114日：**有給休暇に加え、各種特別休暇制度あり
- **長期的に働ける環境：**国際的に確立されたホテルグループで、安定したキャリア形成が可能

Required Skills and QualificationsExperience:
- Hospitality Sales Experience: Minimum 2 years of professional experience in hotel sales or corporate account management within the hospitality industry.
- Corporate Client Management: Experience developing and maintaining relationships with corporate clients and managing commercial accounts.
- Sales Proposals & Negotiation: Practical experience preparing commercial proposals, managing client enquiries, and negotiating contracts.
- Business Development: Ability to identify sales opportunities, approach prospective clients, and support revenue-generating activities.
- Hospitality Industry Knowledge: Understanding of hotel sales processes, client service expectations, and commercial operations within the hospitality sector.
- Education: Bachelor's degree.

Soft Skills:
- Relationship Building: Strong interpersonal skills and the ability to develop trusted relationships with corporate clients and internal stakeholders.
- Results-Driven Mindset: Proactive approach to achieving sales objectives, identifying business opportunities, and delivering measurable outcomes.
- Customer Focus: Commitment to providing exceptional service and understanding the needs of corporate and luxury hospitality clients.
- Communication & Negotiation: Excellent communication, presentation, and negotiation abilities.
- Team Collaboration: Ability to work effectively with cross-functional hotel teams and support junior colleagues.
- Professionalism & Adaptability: Professional approach to client interactions, flexibility in responding to business needs, and motivation to maintain high service standards.
- Leadership Potential: Willingness to mentor colleagues, share sales expertise, and contribute to departmental performance.

Language Requirements:
- Japanese: Fluent to business-level proficiency for corporate client communication, sales negotiations, and stakeholder management in Japan.
- English: Conversational to intermediate-level proficiency for communication with international guests, clients, and colleagues.

Preferred Skills & Qualifications
- Luxury Hotel Experience: Previous sales experience within a five-star hotel, international luxury hotel, or globally recognised hospitality brand.
- Corporate & Group Sales: Experience managing corporate accounts, group reservations, and high-value commercial bookings.
- MICE Business Experience: Familiarity with Meetings, Incentives, Conferences, and Exhibitions (MICE) sales and event-related business development.
- Tokyo Hospitality Market Knowledge: Understanding of Tokyo's luxury hotel market, corporate customer segments, and competitive hospitality landscape.
- Sales Team Development: Experience supporting, coaching, or mentoring junior sales professionals.
- International Hospitality Experience: Experience working with multinational clients or within an international hotel environment.
- Strategic Sales Planning: Experience contributing to sales initiatives, promotional campaigns, or revenue development strategies.

About the Company
Our client is a globally recognised luxury hospitality group known for exceptional service standards, sophisticated guest experiences, and an international working environment.

With an established presence in Tokyo's premium hospitality market, the organisation serves corporate travellers, international guests, and clients seeking high-quality hotel and event services.

The hotel combines a prestigious brand reputation with a strong commitment to professional hospitality, creating an environment where sales professionals can develop valuable client relationships and contribute to business growth.

This opportunity offers exposure to luxury hotel sales, corporate account management, and international hospitality operations within an established hotel organisation.

Why You'll Love Working Here
- Competitive Compensation: Annual salary of ¥5.5M-¥8M, with performance-based bonus opportunities.
- Flexible Working Hours: Flexible working arrangements designed to support greater work-life balance.
- Luxury Hospitality Environment: Work within a prestigious international hotel recognised for high service standards and sophisticated guest experiences.
- Corporate Client Exposure: Build relationships with corporate clients, international businesses, and high-value

hospitality customers.
- Business Development Opportunities: Take ownership of new corporate account acquisition, commercial negotiations, and revenue-generating initiatives.
- Professional Development: Access professional training opportunities and develop your expertise in hotel sales, account management, and business development.
- Leadership Exposure: Support and mentor junior sales colleagues while strengthening your team leadership capabilities.
- Comprehensive Employee Benefits: Benefits include social insurance, transportation allowance, and meal support.
- Annual Leave & Holidays: Enjoy 114 annual holidays, paid leave, and additional employee leave benefits.
- Established International Employer: Gain experience within a globally recognised hospitality group with an established presence in Tokyo.
- Career Development: Strengthen your skills in luxury hotel sales, corporate business development, MICE, and hospitality account management.

Company Description

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。