



PR/118746 | Director of Sales

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント タイランド

求人ID

1571189

業種

不動産仲介・管理

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2026年02月03日 11:02

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

About the Role

- Lead commercial performance across **Rooms, F&B, Events, and Marina-linked opportunities**.
- Build the **sales infrastructure**, lead the team, and execute **account management strategies**.
- Work closely with the **General Manager** and **corporate marketing team** to align brand positioning.

Key Responsibilities

- Sales Strategy & Business Development:** Develop strategies for leisure, corporate, MICE, weddings, and marina-linked segments; conduct market analysis; maintain client relationships.
- Sales Operations & CRM:** Implement CRM, ensure data integrity, and manage reporting.
- Revenue Management:** Collaborate on budgets, rate strategies, and optimize ADR, RevPAR, and occupancy.
- Events & Partnerships:** Grow MICE/events segment, create packages, and build partnerships.
- Team Leadership:** Train and motivate the sales team; foster accountability and collaboration.
- Reporting:** Provide monthly and quarterly performance updates with data-driven insights.

Candidate Requirements

- Experience:** 8–10 years in hotel sales, with at least 3 years in a leadership role.
- Proven success in **corporate, MICE, and leisure segments**.
- Strong **CRM and account management skills**.
- Bilingual (Thai & English), financially literate, and highly organized.

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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会社説明