営業部長 (ラグジュアリーホテル / Director of Sales) 【東京拠点】

ラグジュアリーホテルの成長を牽引する営業責任者ポジション

募集職種

人材紹介会社
Cornerstone Recruitment Japan 株式会社

求人ID
1582311

業種
ホテル

会社の種類
大手企業 (300名を超える従業員数) - 外資系企業

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

更新日
2026年11月09日 01:00

応募必要条件

職務経験
6年以上

キャリアレベル
エグゼクティブ・経営幹部レベル

英語レベル
ビジネス会話レベル

日本語レベル
ネイティブレベル

最終学歴
大学卒： 学士号

現在のビザ
日本での就労許可が必要です

募集要項

Director of Sales

Location: Tokyo, Japan (Remote-based with travel as required)
Employment Type: Full-time
Compensation: Base salary + performance-based bonus

About the Organization

A luxury hospitality company operating a high-end hotel in Osaka is seeking a Director of Sales to lead commercial growth and market expansion. The property combines contemporary hospitality with cultural experiences and destination dining,

catering to guests seeking distinctive and memorable stays.

The organization is focused on delivering premium service, innovative experiences, and sustainable hospitality practices.

Role Overview

The Director of Sales will lead the overall sales strategy to drive revenue growth, increase market presence, and strengthen brand positioning for the property.

This role is based in Tokyo with remote work flexibility and frequent travel for client engagement. The position focuses on developing new business opportunities, managing strategic accounts, and guiding the sales function while working closely with marketing, revenue management, and operational teams to optimize commercial performance.

Key Responsibilities

- Develop and implement sales strategies aligned with overall revenue and market growth objectives
- Drive business development across corporate, meetings and events, leisure travel, and travel trade segments
- Identify and convert new business opportunities within the Tokyo market and other key feeder markets
- Build and maintain long-term partnerships with corporate clients, agencies, and industry stakeholders
- Lead sales planning activities including budgeting, forecasting, and pipeline management
- Collaborate with marketing, revenue management, and operations teams to maximize sales performance
- Represent the organization at industry events, trade shows, roadshows, and client meetings
- Provide leadership and guidance to sales team members to build a high-performing sales culture
- Monitor market trends, competitor activities, and customer insights to inform strategic decisions

Qualifications

Required

- At least 5 years of experience in a sales leadership or management role
- Experience in corporate sales, business development, or industry trade events
- Demonstrated success in achieving revenue targets within hospitality or related industries
- Strong strategic planning and market analysis capabilities
- Excellent communication, negotiation, and relationship management skills
- Fluent Japanese and English communication skills
- Good understanding of the Tokyo market including corporate clients, events business, and travel agencies

Preferred

- Bachelor’s degree in business, hospitality management, or a related field

Benefits & Work Environment

- Performance-based bonus structure
- Commuting and business travel allowances
- Professional development opportunities through online learning platforms
- Employee discounts for hotel stays and dining within the group
- Approximately 120 annual holidays
- Additional paid leave for birthdays
- Complimentary meals during working days
- Employee assistance program (EAP) for wellbeing support

- Opportunities for career growth within an expanding hospitality organization

会社説明