



Real Estate Agent

Luxury real estate all over Japan

募集職種

人材紹介会社

PEAK Recruitment Japan株式会社

採用企業名

A growing real estate company that deals with high net worth ind

求人ID

1583670

業種

不動産仲介・管理

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

東京都 23区

給与

300万円 ~ 350万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2026年03月23日 11:59

応募必要条件

職務経験

3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 (英語使用比率: 50%程度)

日本語レベル

ビジネス会話レベル

最終学歴

短大卒 : 準学士号

現在のビザ

日本での就労許可が必要です

募集要項

Seeking an experienced and motivated Sales Leader to head our real estate operations in Tokyo. This individual will be

Seeking an experienced and motivated Sales Leader to head our real estate operations in Tokyo. This individual will be responsible for driving the sales side of the business, managing the day-to-day operations, and ensuring the successful growth of our brand in the Tokyo market. This role requires a self-starter with strong leadership skills and the ability to operate independently while achieving ambitious sales targets.

Key Responsibilities

- **Sales Leadership:** Develop and implement a robust sales strategy to drive revenue growth and meet or exceed sales targets in the Tokyo real estate market.
- **Operational Management:** Oversee all aspects of the Tokyo office operations, ensuring efficiency, compliance, and alignment with the company's standards.
- **Team Building and Leadership:** Recruit, train, and manage a high-performing sales team. Provide mentorship and support to ensure professional development and team success.
- **Market Expansion:** Identify new business opportunities, including high-value listings, strategic partnerships, and untapped client segments to expand market presence.
- **Client Relationship Management:** Build and maintain strong relationships with clients, partners, and stakeholders to secure high-value sales and repeat business.
- **Brand Representation:** Serve as the face of the company in Tokyo, representing the company in key client meetings, industry events, and public engagements.
- **Market Expertise:** Stay updated on trends and developments in the Tokyo real estate market and provide insights to guide company strategy.
- **Sales Reporting and Analysis:** Track sales performance, analyze key metrics, and report results to senior leadership with actionable recommendations.

スキル・資格

- More than 3 years of experience in the real estate industry, with the skills to handle all operations including sales and rentals.
- Proven track record of meeting or exceeding sales targets in a competitive market.
- Deep knowledge of the Tokyo real estate market, including regulations, market trends, and key players.
- Strong leadership and team management skills, with experience building and motivating high-performing teams.
- Excellent negotiation and communications skills, both verbal and written.
- Native or business-level proficiency in English and Japanese.

会社説明