



Understanding People

## Cluster Director of Sales / クラスター営業部長

Remote, High-impact revenue role

## 募集職種

## 人材紹介会社

スペシャライズドグループ株式会社

## 求人ID

1584463

## 業種

ホテル

## 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03月31日 11:52

## 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

ビジネス会話レベル

## 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

## Cluster Director of Sales クラスターセールスディレクター - Hospitality (Remote, Multi-property)

Our client, a prominent hotel group in the hospitality industry, is seeking a Cluster Director of Sales for a remote position. This role offers the opportunity to lead strategic sales initiatives and drive revenue from the Japan leisure market, with a focus on building strong relationships with key travel partners.

## Key Responsibilities:

- Develop strategic sales plans for Japan leisure market
- Identify and maintain relationships with Japanese travel agents
- Achieve revenue targets for the Japan market
- Represent hotel at sales missions and industry events in Japan
- Manage and grow key leisure accounts in Japan

- Negotiate contracts with travel trade partners
- Prepare and execute annual sales plans aligned with revenue goals
- Coordinate with marketing to develop Japan-targeted campaigns
- Optimize pricing strategies with Revenue Management for Japan
- Host key clients and organize familiarization trips

**Qualifications:**

- Minimum 8–10 years of hospitality sales experience
- Strong network within the Japan travel trade and leisure segment
- Proven track record in generating revenue from the Japan market
- Fluent in Japanese and English
- Ability to work remotely while maintaining strong client engagement
- Willingness to travel frequently within Japan
- Experience with CRM software for managing client relationships
- Familiarity with sales reporting and forecasting tools
- Knowledge of Japanese market trends and competitor activities
- Experience in negotiating contracts and partnership agreements

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会社説明