



PR/090155 | Director of Sales & Marketing

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コリア

求人ID

1616147

業種

旅行・観光

雇用形態

正社員

勤務地

韓国

給与

経験考慮の上、応相談

更新日

2026年10月06日 10:40

応募必要条件

職務経験

10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

POSITION OVERVIEW

As a **Director of Sales & Marketing**, you are responsible for developing a commercial strategy covering all segments and channels to maximize total revenue and profit performance, as well as market share penetration of the hotel.

MAIN RESPONSABILITIES

- Drive Business Strategy & Execution: Design and launch unified commercial plans across every revenue center—including Rooms, Catering & Events, F&B, Wellness/Spa, and Leisure—to boost overall financial performance and competitive positioning.

- Optimize Financial Performance: Collaborate closely with Hotel General Managers and the Finance department to align tactical decisions with broader budgetary objectives, manage distribution costs, and hit profitability margins.
- Direct Yield & Forecasting Operations: Govern all revenue management initiatives, overseeing pricing structures, demand forecasting methodologies, inventory controls, and routine performance audits to capture peak value.
- Synchronize Marketing & Sales Pipelines: Unify property-level and corporate-level Sales, Digital Marketing, eCommerce, and PR initiatives to reinforce brand identity and stimulate market demand.
- Navigate Market Intelligence: Continually evaluate industry trends and competitor behavior, shifting tactics dynamically to capitalize on emerging opportunities and mitigate market risks.
- Manage Key Stakeholder Relations: Cultivate strong, collaborative partnerships with asset owners, management entities, corporate headquarters, and external vendors to ensure strategic alignment.
- Foster Talent & Leadership: Build and sustain a high-performing culture by championing team engagement, career development paths, performance tracking, and employee recognition.

REQUIREMENTS

- Industry Tenure: At least 8 years of progressive experience in revenue-producing or commercial leadership positions within the lodging, hospitality, or travel sectors.
- Leadership Footprint: A minimum of 3 years directly supervising and developing sales, revenue, or commercial personnel.
- Executive Presence: Proven capability to pitch complex business strategies and financial projections to C-suite executives and ownership groups.
- Matrix Competency: Prior success navigating and collaborating across highly structured, multi-departmental corporate environments.
- Analytical Acumen: Advanced skills in translating financial metrics and data analytics into actionable commercial tactics.
- Business Development: A documented history of scouting, evaluating, and closing net-new commercial revenue streams.
- Operational Scope: Background managing commercial operations for large-scale, multi-unit, or highly complex hospitality assets.
- Functional Versatility: Broad, cross-trained familiarity with the inner workings of modern Marketing, Digital/eCommerce, and Finance operations.

CONTACT INFORMATION

Maxence Cipolla - Team Lead

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会社説明