Resort Sales Executive | Marriott | Phuket or Bali (日本人顧客向け)

¥7M–20M | Visa Support | Commission

募集職種

採用企業名
MVCI Thailand Ltd.

支社・支店
MVCI Thailand Ltd. (Marriott Vacation Worldwide)

求人ID
1619150

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

外国人の割合
外国人 多数

雇用形態
正社員

勤務地
タイ, Phuket or Bali

給与
700万円 ~ 2000万円

歩合給
給与： 歩合給込み

勤務時間
According to company regulations.

休日・休暇
Two days off per week

更新日
2026年11月18日 00:00

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
日常会話レベル

日本語レベル
流暢レベル

最終学歴
高等学校卒

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

≪Job Overview & Position Highlights ≫

- Conduct sales presentations, lead resort tours, explain membership benefits, close sales contracts, and follow up with new members to drive business growth
- Build lasting relationships with prospective members, deliver personalized service, and generate referrals while creating valuable vacation ownership experiences
- Join a globally recognized Marriott brand with comprehensive training, an inclusive international team, and career development opportunities for long-term growth
- Earn a competitive base salary plus commission, with potential monthly earnings of USD 10,000–15,000, insurance coverage, training bonuses, and Marriott hotel discounts for family and friends

【Position Summary】
The primary responsibility of this role is to effectively utilize our company's methods, which are thoroughly trained upfront and include various sales techniques and processes to convert prospective members. This involves developing strong relationships with potential members, ensuring their satisfaction, and generating future business opportunities through referrals.

< Job-Specific Tasks >

- Conducting Sales Presentations: This includes adhering to our company's consultative Sales Process, establishing trust with prospects, leading resort tours, explaining product features and benefits, completing and closing sales contracts, and following up with new members.
- Working with Sales Management: Collaborating with sales management to minimize cancellations, analyzing problems, and completing purchase summary worksheets.
- Providing Service to Others: Responding to member inquiries, leveraging available resources, and effectively providing service.
- Other Responsibilities: Managing time effectively, learning our organization's culture and processes, improving sales presentation approaches, participating in training sessions, attending meetings, mentoring other Sales/Membership Executives, staying informed about current events, and performing other duties as assigned.

This comprehensive outline highlights the importance of effective communication, attention to detail, and a client-focused approach to success in the Sales Executive position. Your dedication to these principles will be crucial in achieving our goals and maintaining our high standards of service.

Thank you for your attention to this matter. Please let me know if you have any questions or need further clarification.

■Why Marriott Vacation Club?

- Award-winning call center culture
- Inclusive, international team environment
- Career development opportunities within Marriott Vacation Worldwide
- Full training provided—no prior experience required
- Office locations in Phuket or Bali

■About us
Marriott Vacations Worldwide is an equal opportunity employer committed to hiring a diverse workforce and sustaining an inclusive culture.

【Employment Type】
Full time

【Salary】
Competitive base salary + commission
(potential monthly earnings from 10,000-15,000 USD per month subject to individual performance)

【Working hours】
According to company regulations.

【Work location】
Phuket or Bali

【Holidays & Vacations】

- Two days off per week

【Benefits】

- 26-week training bonus (subject to local sites)
- Van transfer and canteen provided (subject to local sites)
- Insurance provided
- Provident Fund (subject to local sites)
- Annual health check-up (subject to local sites)
- Exclusive Marriott Room Rate Discount Program for family and friends
- Visa sponsorship and work permit support

スキル・資格

【Qualifications】

- Strong verbal communication skills in Japanese
- High School Certificate or above (in related field)
- 3+ Years of related working experience
- Strong presentation skills
- Friendly, confident, and enthusiastic personality
- Active listening and questioning skills
- Target-driven mindset
- Flexible availability (5 days/week)

【Candidate Profile】
Our ideal candidate should have a high school certificate or higher education level, as well as being proficient in Japanese. Additionally, successful candidates must be flexible and willing to occasionally work weekends and holidays as required by business needs.

会社説明