



## Sales Manager

### 募集職種

#### 人材紹介会社

Cornerstone Recruitment Japan K.K.

#### 採用企業名

Global Business Center Management

#### 求人ID

1173659

#### 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 少数

#### 雇用形態

正社員

#### 勤務地

宮城県

#### 給与

350万円 ~ 500万円

#### ボーナス

固定給+ボーナス

#### 歩合給

固定給+歩合給

#### 勤務時間

09:00 - 18:00

#### 休日・休暇

1st year 10 days, 2nd year 16 days, 3rd year 20 days

#### 更新日

2022年01月26日 04:00

### 応募必要条件

#### 職務経験

1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

流暢

#### 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

## REQUIREMENTS

1. 80% Sales related role
2. 20% Operations
3. Handling all INBOUND (IST) tours up to 5ws
4. Win-win Contract Retention: meeting and negotiating with customers for long-term savings
5. Manage the day to day running of the centre, focusing on exceptional customer service
6. Inspire your team of associates, developing their skills to get the best from each team member
7. Promote your centre to new customers and show them how flexible workspace could enhance their business
8. Generate leads by delivering engaging networking events within your community
9. Maintaining Centre Standards
10. Supporting our Community
11. Quality Standards
12. Sales & Revenue
13. Managing your Team

## スキル・資格

### REQUIREMENTS

1. Fluent English, Business Level Japanese
2. A good communicator, used to dealing with customers – ideally in the hospitality or events industry
3. Confident, approachable and able to build strong relationships with customers
4. A great manager, who leads by example and knows how to motivate and inspire a team
5. Happy taking ownership of problems and finding ways to solve them
6. Positive, enthusiastic and able to adapt to fast-changing situations
7. Confident using MS Office and other basic IT packages

## 会社説明

**Cornerstone Recruitment Japan is focused on placing bilingual professionals in a wide range of market leading companies.**

Focusing across all sectors, we leverage the network of our experienced consultants to provide both clients and candidates with high end service levels and most importantly results.

We are passionate about helping our clients in securing the best talent on the market, by introducing unique profiles who can give them the edge in an increasingly competitive recruitment market.

Established in 2019, in partnership with Cornerstone Global Partners and with investment from Morgan Stanley, Cornerstone Recruitment Japan strives to be the recruitment partner of choice for all Tokyo based clients and candidates.

### Our Mission

The Cornerstone. As every building requires a cornerstone, we believe people are the cornerstone of every great company. Our recruitment experts are passionate about bringing together great people with great companies.

### Our Business Sectors

- Accounting & Finance
- Financial Services
- Human Resources and Office Professionals
- Industrial
- Information Technology
- Legal & compliance
- Life Science
- Supply Chain & Procurement
- Marketing
- Sales

### Our Services

#### • Contingency

Many clients choose to utilize our success based contingent recruitment service. We take the time to fully understand the job brief before presenting a tailored shortlist of 5 to 6 candidates from our expansive existing network. This service comes with no obligation to hire and our clients only pay a fee when the successful candidate joins.

#### • Retained

Our retained service is particularly successful for clients with high profile/critical hiring needs, or niche searches that involve a significant amount of time unearthing candidates from outside our existing network. Clients who choose our retained service benefit from the introduction of exclusive headhunted candidates and top prioritization from the Cornerstone team.

- **Market Entry**

With a wealth of experience in the Japan market, our consultants have successfully helped many clients enter the Japan market. We can help you secure that critical first hire, as well as providing a consultation service, to make sure that your business is well prepared for all the initial hurdles it will face.

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