



## SALES MANAGER – INTERNATIONAL & LUXURY HOTELS

### Major international hotel group

#### 募集職種

##### 人材紹介会社

アイサーチワールドワイド株式会社

##### 採用企業名

International Hotel Group

##### 求人ID

1341836

##### 会社の種類

外資系企業

##### 雇用形態

正社員

##### 勤務地

東京都 23区, 新宿区

##### 給与

450万円 ~ 600万円

##### 更新日

2022年11月18日 02:00

#### 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

流暢 (英語使用比率: 75%程度)

##### 日本語レベル

ビジネス会話レベル

##### 最終学歴

専門学校卒

##### 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

As the **Sales Manager** in this major international hotel group you will be responsible for managing all inbound travel, specifically focusing on establishing a rapport and growing business in the Leisure and Luxury Wholesale segments.

Naturally this also requires you to be the face of International MICE business.

#### The Job:

- Manage International Leisure, MICE and Luxury market relationships, ensuring the hotel is positioned in the luxury space
- Understand the market and make strategic decisions to ensure the hotel stays ahead of the competition by working closely with each travel agent
- Undertake rate negotiations in line with the hotels' annual pricing strategy, and maximize all revenue and market-demand rate opportunities

- Proactively grow new business and ensure the hotel undertakes regular familiarization stays
- Coordinate International MICE / Group inquiries from proposal to confirm stage
- Represent the hotel at International Trade Shows (Regular business trips required)
- Provide weekly/monthly reports outlining appointments, calls made, list of business leads
- Work actively with GSO Team on all production, promotion and current offerings, new happenings, news and offers

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## スキル・資格

### REQUIREMENTS

- Minimum 5 years of Sales Experience in Luxury Hotel brand
- International Sales experience in Luxury Hotel brands
- Excellent organizational and planning skills along with flexibility to manage a multitude of working environments and situations
  - Excellent communication skills and able to develop positive working relationships at all levels
  - Excellent personal presentation and natural flair for sales and customer service
  - You enjoy the good things in life, and are interested in the International Luxury travel market
  - Self-starter, capable of handling yourself in a room of strangers to fly the flag for the hotel
  - Native or Business level Japanese. English Fluency is essential (TOEIC score of 900+)
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## 会社説明

### Recruiting with Integrity

**iSearch Worldwide K.K.** was established in Japan in 2004 and is licensed as a recruiting firm by the Ministry of Health, Labor and Welfare. We also have a San Francisco Bay Area office. We specialize in recruiting Japanese/English bilingual staff, managers, and executives for the Automotive Engineering, Consumer Goods, Digital Marketing, Insurance, Manufacturing and Technology industries. We take pride in providing the highest quality of service and strive to present the most qualified candidates for our clients' positions. Our unique processes, coupled with our in-depth experience and professional knowledge, ensures success for your recruiting needs. Contact us today to discuss how we can help your company find the exceptional talent you need.

### Candidates

We treat every candidate with professionalism and care. Please understand that we cannot accept every applicant as a candidate. If you are chosen as an iSearch candidate, you have been evaluated in the top 20% of your peers. Information is carefully handled with discretion and confidentiality. Please see our Privacy Policy. Clients' mandates are our priority, but you are equally important to us. If there is a suitable opportunity for you we will contact you immediately to discuss it.