

Job Detail

Staff Level

Position Title	Overseas real estate sales/consultancy for wealthy individuals to increase market value
Company Name	BEYOND BORDERS CO.,LTD.
Activated / Updated	2024-04-26 / 2024-05-10
Job Type	Sales/AE - Construction/Real Estate Sales Sales/AE - Private Sales Sales/AE - Foreign Trade Sales
Industry	Real Estate/Property Management/Facility Management
Location	Asia Japan Tokyo

We are increasing our staff to expand our business!

■[Business overview]

Sales of overseas real estate

■[Products for sale]

- Product: Overseas real estate (mainly in Southeast Asia such as the Philippines, Malaysia, and Cambodia)
- Product price range: Mainly 10 million to 30 million yen per property.
- Product supplement: Many people purchase this product for investment purposes, but it is also sold for residential use.

As an authorized sales agent for major overseas developers, we handle hotel residences such as the Ritz-Carlton and Sheraton. We currently do business with about 12 countries. In the future, we plan to expand the area not only to Southeast Asia but also to the United States.

■[Customer]

- Japanese people within Japan
- Customer group: Managers, business owners, and wealthy people with an annual income of 30 million yen or more

■[Work flow]

- Full echo type

The marketing team attracts customers through advertising operations, seminars, and email newsletters.

We receive about 1000 new inquiries in most months.

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- Approach inquiries/past inquiries lead list and arrange business negotiations

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- Business negotiations (70% online: 30% offline)

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- Regular follow-up via email, company LINE, and telephone

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- Arranging on-site property inspection (only for those who need it)

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- Arranging contract procedures

■[Sales target]

- There are no quotas, but goals are set for each team and individual.
- Achieved if there are about 2 deals per month
- If the sales month exceeds the target amount, achievement incentive + surplus amount × 1%

*Results: 6 sales people Second half of 2023 1 person achieved 6 months in a row | 1 person achieved 4 months | 2 people achieved 3 months

- You can also aim for an annual incentive of around 1.5 million yen.

■【How can I receive an order?】

Our customer base is families, many of whom are business owners, and many of them are busy.

In the limited time available for business negotiations like in corporate sales, how much information can you provide to customers about their needs and what they want to hear?

The key is whether your customers can trust you.

Therefore

- Thorough first impression
- Input of overseas and Japanese property information and knowledge of the real

Job Description	<p>estate market</p> <ul style="list-style-type: none"> • Customer information research before business negotiations <p>We are doing</p> <p>■ [Process model for inexperienced people to become full-fledged professionals]]</p> <p>Input on properties handled and basic real estate knowledge (about 1 week after joining)</p> <p>Appointment acquisition lecture</p> <p>↓</p> <p>Start of approach to obtain appointments</p> <p>↓</p> <p>business negotiation rope play</p> <p>Attend business negotiations with senior employees</p> <p>Ask a senior employee to be present and start business negotiations (1 to 2 months after joining the company)</p> <p>↓</p> <p>Acquire basic knowledge and speaking skills, Be able to have senior employees attend business negotiations and close deals (2 to 5 months after joining the company)</p> <p>↓</p> <p>Become able to respond to irregular questions, Be able to negotiate and close deals by yourself (3 to 6 months after joining the company)</p> <p>↓</p> <p>You will be able to achieve sales while calculating your goals backwards (4 to 7 months after joining the company)</p> <p>Even for services and products that our company does not have, we will be able to provide services that best meet customer needs through internal consultation and cooperation.</p> <p>Through the above process, you will aim for ``sales that exceed customer expectations."</p> <p>■ 【Rewarding】</p> <ul style="list-style-type: none"> • Since the customer base is business owners and the product unit price is also effective, your own perspective will improve and you will acquire higher-level sales skills. • There are also opportunities for short-term overseas business trips, such as accompanying customers who wish to view properties. (Basically, it is of course possible for members of overseas branches to work only in Japan.) <p>■[Education system and environment after joining the company]</p> <ul style="list-style-type: none"> • One supervisor will train each employee. • Onboarding: Input of real estate industry knowledge, property knowledge, etc. + rope play practice • Daily MTG: One-on-one training for 1 to 2 months • Standing alone: 3 months to 6 months <p>We are a workplace where all employees can work in harmony, regardless of company history, position, or age.</p> <p>Most of our employees have no experience in the real estate industry, and they have entered the workforce from various industries such as hotel front desk and food corporate sales, and are currently active in the industry.</p> <p>The average age is 26 years old, giving a young and energetic atmosphere.</p> <p>Male:female ratio: 8:2</p> <p>■[Elements you should have in advance]</p> <p>Mind side</p> <ul style="list-style-type: none"> • Honesty (don't lie to customers, the company, or yourself) • Positive orientation (blaming others < blaming yourself. Even if you fail, you can use it as a springboard.) • Requires motivation and action (Able to take action and take on challenges towards the ideal image one is aiming for.) - Collaborativeness (Has the ability to have one's own opinion and communicate it. Can be genuinely happy about everyone's success.) <p>skill side</p> <ul style="list-style-type: none"> • Impression management of first impressions (Many of the customers we interact with are business professionals, so we aim to manage impressions without compromise.) • Communication skills (ability to listen, ability to answer questions logically and clearly) <p>■[Elements that can be improved after joining the company]</p> <ul style="list-style-type: none"> • High-level presentation skills • Ability to discover issues • Information gathering ability • Inspiration/idea power
	<p>◇Attractiveness of the company</p> <ul style="list-style-type: none"> • It is an environment where you can increase efficiency and demonstrate your own performance within limited work hours. <p>→We will leave the office completely at 20:30.</p>

Company Info	<ul style="list-style-type: none"> - Bright and open atmosphere, where you can actively express your opinions and ideas from the bottom up. • The president is in his 40s and the business department managers are in their 20s to 30s, making us a young, flexible and honest team. • The marketing team currently includes members in their 20s and 30s and interns. Some members have moved from sales positions to marketing positions without any experience and are now thriving. • We have a workation system that allows you to work anywhere you like, both domestically and internationally. • People who like overseas (70% of the members can speak English, have studied abroad or worked abroad, are returnees, etc.), <p>There is a global environment with members of foreign nationality.</p> <ul style="list-style-type: none"> • We have a 1on1 follow-up system (everyone meets with their supervisor for 30 minutes every other week)
Working Hours	<p>Working hours: 10:00-19:00 Break time: 60 minutes *Working hours: 8 hours (completely leave work at 8:30 pm)</p>
Qualifications	<p>【Prerequisite】 High school graduate or above / No experience required ★No matter the industry or occupation! • People who want to work in sales, including selection at other companies, and have a strong desire to grow.</p> <p>[Suitable for these people] • Those who want a job with opportunities to work overseas *Overseas business trips are also possible! • Able to communicate brightly and comfortably with customers and company members • Those who want to achieve overwhelming growth in a venture • People who want to be involved in business in a large market • I am interested in a job that allows me to try new things, such as real estate technology. • Those who can fit in with a young team mainly in their 20s • Those who can independently implement the PDCA cycle</p> <p>[Preference will be given to those with the following experience and qualifications] • Real estate transaction specialist license holder • Those who can speak English</p> <p>[Joining example] • Experienced corporate sales at a food trading company (male, university graduate, 24 years old, changed jobs 0 times) • Experienced hotel front desk + corporate teleappointment part-time job (female, junior college graduate, 24 years old, 0 times changed jobs) • Proven track record as a sales agent while a student + Experience in hotels, nursing care, and sales (Male, university dropout, 24 years old, changed jobs 2 times)</p>
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Native Level
Chinese Level	None
Salary	JPY - Japanese Yen JPY 4000K - JPY 5000K
Salary Description	<p>Annual salary system: 4 million yen to 5 million yen + incentives available *Annual salary ÷ 14 months (12 months + 2 months bonus) Basic salary: 211,330-264,218 *excluding various allowances Fixed overtime pay: 74,385 to 92,925 *The above may vary depending on your experience. *There are opportunities for promotion and salary increases through personnel evaluation twice a year after joining the company. <Assumption> 24 years old (1 year experience) Annual income 4.5 million yen + incentive 27 years old (3 years experience) Annual income 7 million yen</p> <p>-----</p> <p>Fully equipped with social insurance Full transportation allowance education training</p>
Holiday Description	<p>2 days off per week, 125 days off per year Shifts such as 2 days on weekdays, 1 day on weekdays + 1 day on Saturdays and Sundays, and Saturdays and Sundays can also be negotiated! *Shift system *We may not be able to accommodate your request depending on the working days of the person who is hired first. *The first choice is for those who are able to work on weekdays, so we will give preferential treatment to eligible applicants.</p>

	Paid leave, maternity leave, childcare leave, condolence leave *Summer vacation and year-end/New Year holidays can be taken for 7 or more consecutive days each.
Job Contract Period	Full-time employment

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