

## Job Detail

Staff Level

Position Title	[Meguro] Sales of investment real estate for wealthy people ★ Listed company / No tele-appointment / Full welfare program ♪
Company Name	Meiho Enterprise Co.,Ltd.
Activated / Updated	2024-05-10 / 2024-05-10
Job Type	Sales/AE - Construction/Real Estate Sales Sales/AE - Corporate Sales Building/Construction/Equipment/Real Estate - Construction Management ( Building/Construction/Equipment/Architecture )
Industry	Real Estate/Property Management/Facility Management
Location	Asia Japan Tokyo
Job Description	<p>[Business content] You will be involved in the sales and sales of investment real estate such as rental apartments and rental condominiums under the company's representative brands ``MIJAS" and ``ELFARO." Approximately 90% of our sales are to intermediaries, but we also build relationships with customers who have purchased our products to increase the number of customers. Depending on your experience, you may be assigned the position of section manager from the time you join the company.</p> <p>[Job details] ◆Sales activities to intermediaries ◆Holding in-house seminars for potential customers ◆Proposal sales activities for existing owners ◆Property investigation, contract conclusion, delivery work, etc. ◆Our goal is to sell 30 to 40 buildings a year with a team of 10 people. ◆Training in knowledge and skills necessary for sales to wealthy customers, including not only real estate, but also taxation, law, financial products, insurance, sales skills, etc.</p> <p>■Rewarding work unique to this business We conduct sales activities for wealthy customers using our knowledge of not only real estate, but also taxation, law, financial products, insurance, etc., so it is possible to accumulate not only sales skills but also a wide range of knowledge and experience. This will lead to an increase in market value. Rest assured that we will thoroughly teach you the knowledge and skills necessary for sales through training.</p>
Company Info	<p>■Support system for skill improvement As a requirement to advance to the next stage, it is necessary to study for real estate agent qualifications and first-class architect qualifications, so we are enriching employee training and supporting them in acquiring qualifications such as real estate agent qualifications. For young employees, we reduce the amount of overtime they work, giving them more time to obtain qualifications.</p> <p>■About working style We boast one of the best working environments in the industry, with 127 days off per year and two days off per week, including Saturdays, Sundays, and holidays. The average monthly overtime is around 20 hours, allowing for long-term employment with a good work-life balance.</p> <p>■Attractiveness of the company ◎As a comprehensive real estate developer, the company is involved in the condominium sales, rental, and brokerage businesses. The company owns its own brands, ``Mijas" and ``El Faro," and in collaboration with group company Meiho Properties Co., Ltd., the company group handles everything from land acquisition to construction, sales, and owner support. . ◎Currently, we have a small number of elite staff members, mostly in their 20s, who are willing to take on challenges, and we strive every day to become a partner of our customers that is highly rated and trusted. In recent years, we have been hiring new graduates every year, providing full employee training, and supporting them in acquiring qualifications such as real estate agent qualifications.</p>

	<p>■Company culture No matter how high your achievements are, you may not be able to get used to it if you are a one-man player. We respect each other's strengths and humanity, and aim to grow together as a team.</p> <p>Countermeasures against passive smoking: No smoking indoors</p>
Working Hours	<p>&lt;Working hours&gt; 8:30-17:30 (Regular working hours: 7 hours 45 minutes) Break time: 75 minutes (11:45-13:00) Overtime work: Yes &lt;Other working hours supplement&gt; Monthly average overtime: 20 hours</p>
Qualifications	<p>&lt;Application qualifications/Application conditions&gt; ■Required conditions:  <ul style="list-style-type: none"> <li>• Person with 5 or more years of sales experience in the real estate industry (Experience selling houses/condominiums, sales brokerage, rental brokerage, etc.)</li> </ul> </p> <p>■These people can work immediately.  <ul style="list-style-type: none"> <li>• Real estate buying and selling experience (buying and selling brokerage, profit real estate buying and selling)</li> <li>- Experienced in buying and selling financial products to wealthy people (those with experience working at a securities company or bank)</li> </ul> </p> <p>&lt;Welcome conditions&gt;  <ul style="list-style-type: none"> <li>• Person who has real estate transaction specialist qualification</li> </ul> </p> <p>■We are looking for the following people  <ul style="list-style-type: none"> <li>• Those who can think and act spontaneously and independently</li> <li>• Those who can have good relationships with various types of people</li> <li>• Those with strong listening and proposal skills based on the needs of the other party</li> <li>• Those who want to solve many customers' problems through their work and contribute to society</li> </ul> </p> <p>• No academic background required</p>
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 5500K - JPY 7000K
Salary Description	<p>&lt;Wage form&gt; monthly salary system No additional information</p> <p>&lt;Wage breakdown&gt; Monthly (basic salary): 370,000 yen to 490,000 yen</p> <p>&lt;Monthly salary&gt; 370,000 yen - 490,000 yen</p> <p>&lt;Salary increase&gt; Yes</p> <p>&lt;Overtime allowance&gt; Yes *Excluding managers</p> <p>&lt;Salary supplement&gt;  <ul style="list-style-type: none"> <li>■Salary increase: Once a year (October)</li> <li>■Bonus: Twice a year (April/October) *Performance-linked system + incentives</li> <li>*Average for the last two years is base salary x 5 months</li> <li>■Full overtime allowance paid (non-managerial positions only)</li> <li>■Qualification allowance, family allowance, commuting allowance</li> <li>■Housing allowance: If you live in our property, the amount equivalent to 3/1 of the rent</li> </ul> </p> <p>Wages are only a guideline amount and may change depending on the selection process. Monthly salary (monthly) includes fixed allowances.</p> <p>【Welfare】 Commuting allowance, family allowance, housing allowance, health insurance, welfare pension insurance, employment insurance, workers' compensation insurance</p>

	<p>&lt;Supplementary information on each allowance/system&gt;          Commuting allowance: Full payment          Family allowance: 10,000 yen per month for spouse / 10,000 yen per month for each child          Housing allowance: 1/3 of the rent and a maximum of 50,000 yen per month          *Limited to properties managed by the company          Social insurance: Fully equipped with social insurance</p> <p>&lt;Retirement age&gt;          60 years old          There is a system to extend employment as a contract employee until the age of 65.</p> <p>&lt;Paternity leave taken record&gt;          Yes</p> <p>&lt;Education system/qualification assistance supplement&gt;          ■Qualification support system</p> <p>&lt;Other supplements&gt;          ■Position allowance          ■Treasury accumulation savings system          ■Employee stock ownership plan          ■Qualification allowance available (10,000 yen per month for real estate brokers, etc.)          ■No smoking in the office</p>
Holiday Description	<p>Complete 2-day week (holidays are Saturdays, Sundays, and holidays)          10 to 20 days of annual paid leave (minimum number of days is the number of days granted after 6 months have passed since joining the company)          Number of holidays per year: 127 days</p> <p>Saturdays, Sundays, and holidays, summer vacation, founding anniversary, year-end and New Year holidays, paid vacation, condolence leave          *If you work on a holiday, you will be required to take a substitute holiday.</p>
Job Contract Period	<p>Full-time employment &lt;Supplementary information on employment type&gt;          Determined period: None No additional information &lt;Trial period&gt; 6 months No additional information</p>
Nearest Station	<p>Head office address: 4F Meguro Yamate Place, 2-10-11 Meguro, Meguro-ku, Tokyo          10 minutes walk from Meguro Station (Yamanote Line, Meguro Line, Mita Line, Namboku Line)!</p>