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## **Build your future with us**

Our mission at Kensho Realty is to empower our clients to make the right decisions regarding their real estate needs. Everything we do, from deploying our technology to building client relationships through hard work, brings us closer to that goal.

We are not your conventional real estate company. We are focused on creating an exceptional experience for our clients and through the efforts of each team member. If you think you have what it takes to make an impact, contact us to schedule an interview.

Kensho Realty currently has openings for the following positions:

### **Residential Leasing and Sales Manager**

#### JOB DESCRIPTION

As a Leasing and Sales Manager, your primary responsibility is to hire and train the team members to create a culture of highly motivated, professional sales agents. The Sales Manager will be expected to help train new agents, as well as to help veteran sales agents increase their performance.

In order to succeed in the Sales Manager role, the Sales Manager should

1. Have a solid understanding of the real estate transaction for both residential leases and sales
2. Have a network of business contacts to create new business, such as relocation companies, corporate HR, and property management companies.
3. Work with management to aggressively grow the business by using both internal and external resources

#### JOB TERMS

We expect you to grow professionally, but simultaneously, we also know that a career is only part of your story. Once you're part of the Kensho Realty team, the working terms are as follows:

- Work day: Flex (9AM – 6PM or 10AM – 7PM), 1 hour lunch break
- Work week: 5 days per week, requires weekend work
- Health insurance co-pay
- Pension co-pay
- Liability and unemployment insurance coverage
- Paid days off per year
- Paid holidays
- Commuter stipend

## JOB REQUIREMENTS

- Japanese – Business level required (Reading / writing)
- English – Conversational level minimum
- Work permit for Japan. Visa Sponsorship available for qualified individuals
- Real estate sales background
- Experience managing a sales team
- Superior sales and customer service skills
- Strong time management and organizational skills
- Strong attention to detail and good follow through
- Professional appearance and demeanor
- Superior ability to help our customers and resolve any issues with professionalism and clear communication
- Strong typing and computer skills as well as knowledge of Microsoft Outlook, Word and Excel
- Your ability to manage several tasks at once while remaining detailed and well organized
- Strong adherence to ethical standards including, but not limited to, the ability to maintain confidentiality and maintain fiduciary responsibility
- Japanese driver's license