



PR/094509 | Senior Relationship Manager (MNC / Local Large Corp)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1536339

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

April 30th, 2025 15:55

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job and Company Overview

JAC's client is a top commercial bank looking for a Senior Relationship Manager (MNC/Local Large Corp)

Job Responsibilities

- Under the direction of the Corporate Client Center, responsible for accomplishing business goals for major corporate and foreign direct investment clients
- As instructed by management, implement customized solutions for specific clients or client groups to achieve predetermined goals
- Market and promote financial products and services to customers and their ecosystems on your own or in conjunction with branches and transaction offices
- Provide clients with complete financial solutions that are suited to their needs, including credit choices
- Serve as the principal point of contact for overseeing and preserving collaborations, guaranteeing their efficacy
- Offer and negotiate partnership contracts that complement the center's clientele
- Work together with internal banking departments to develop partnership solutions that satisfy particular customer needs
- To improve customer engagement and take advantage of cross-selling opportunities, collaborate closely with branches and transaction offices
- In accordance with bank rules and sales plans, collaborate with pertinent divisions (Corporate Banking Division, branches, and transaction offices) to deliver exceptional customer service

Job Requirements

- A bachelor's degree or more in business administration, international trade, banking, finance, economics, or a similar discipline
- At least 05 years or more of corporate banking experience
- Competence in risk management and financial statement analysis
- Proficiency with corporate finance models and credit evaluation
- Strong familiarity with business models and corporate financial procedures
- Inventiveness and astute business sense
- Strong abilities in customer relationship management, sales, and marketing
- Outstanding problem-solving, negotiating, and analytical skills
- Fluent in English and has outstanding communication abilities both in writing and speaking

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Company Description