



PR/094889 | Senior Relationship Manage (Large Corp) for a Top-tier Bank in Vietnam

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1544024

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

June 10th, 2025 10:49

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

Company and Job Overview

A leading joint-stock commercial bank in Vietnam with strong financial capacity and a customer-centric approach. The bank is expanding its Corporate and Investment Banking (CIB) operations nationwide, particularly in Hanoi and Ho Chi Minh City, with a focus on delivering comprehensive banking solutions to large corporate clients.

Job Responsibilities

- Build and manage a portfolio of large corporate clients within the CIB segment, driving product sales and achieving assigned business KPIs.
- Identify and pursue new business opportunities to grow revenue, profits, and client base.
- Guide and mentor junior team members to improve technical and client management capabilities.
- Develop annual business plans aligned with departmental goals and strategic direction.

- Maintain and expand relationships with existing clients while acquiring new ones through effective prospecting and value-added services.
- Collaborate with internal stakeholders to structure and maximize product offerings for corporate clients.
- Oversee the preparation, review, and presentation of credit proposals for approval by relevant committees.
- Regularly review client portfolios to identify early warning signs and work with stakeholders to mitigate credit and operational risks.
- Support credit quality management, ensure timely debt collection, and maintain sound portfolio health.
- Propose process improvements, contribute to product development initiatives, and enhance service delivery quality.
- Participate in HR planning, training, and developing team members into future SRM/RM roles.
- Perform other duties as assigned by management.

Job Requirements

- Educational Qualifications: Bachelor's degree or higher in Finance, Banking, Business Administration, or related fields.
- Relevant Experience: Minimum 4 years of experience in corporate banking, with at least 3 years in a managerial or leadership role.
- Knowledge & Expertise
 - In-depth understanding of banking regulations, credit risk, and large corporate banking products.
 - Knowledge of key industries, financial analysis, and risk management principles.
 - Familiarity with investment opportunities and structured finance for large enterprises.
 - Strong business development and relationship management skills.
 - Excellent negotiation, communication, and presentation abilities.
 - Effective leadership, team coordination, and coaching skills.
 - Proficiency in English (TOEIC 500+ or equivalent).
 - Ability to think strategically and perform under pressure.
 - High compliance standards and integrity.
 - Analytical mindset with experience in change management and business improvement initiatives.

Benefit

- Competitive salary and performance-based bonuses.
- Full social, health, and unemployment insurance per local labor law.
- Annual performance reviews and clear career progression.
- Dynamic, collaborative, and growth-oriented work environment.
- Professional training and leadership development programs.
- Recognition programs for high-performing individuals and teams.

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Company Description