

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

### Job Information

### Recruiter

JAC Recruitment Vietnam Co., Ltd

### Job ID

1549534

#### Industry

Bank, Trust Bank

### Job Type

Permanent Full-time

#### Location

Vietnam

### Salary

Negotiable, based on experience

#### Refreshed

November 11th, 2025 01:00

### General Requirements

# **Career Level**

Mid Career

## Minimum English Level

None

# Minimum Japanese Level

None

### **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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