



PR/096232 | Regional Transaction Banking Sales, Japanese Corporates

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1570869

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 12:01

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

- Our client is a leading financial institution with a strong presence across Asia. They are expanding their Transaction Banking team and looking for a driven sales professional to manage their Japanese corporate client portfolio.

JOB RESPONSIBILITIES

- Your primary responsibility is to grow revenue by marketing their full suite of solutions, with a deep focus on payments, collections, and liquidity management.

- Manage and grow a portfolio of Japanese corporate clients, acting as their key specialist for all cash management needs.
- Proactively identify and originate new opportunities for payments, collections, and liquidity mandates.

- Develop sales proposals, conduct client presentations, and manage the end-to-end sales cycle.
- Collaborate closely with Relationship Managers (RMs) and product teams to deliver tailored solutions.
- Achieve revenue targets and sales activity goals for the region.

JOB REQUIREMENTS

- Strong experience and an existing network within the Japanese corporate segment.
- Excellent communication, negotiation, and relationship management skills.
- (Preferred) Business-level proficiency in Japanese to liaise effectively with Japanese-speaking clients.
- This role covers all of Asia, excluding the China market.

Apply online or feel free to contact me directly at malcolm.pang@jac-recruitment.com for more information about this opportunity.

We regret to inform that only shortlisted candidates will be notified.

Appreciate your understanding. Candidates require visa need not to apply.

EA: JAC Recruitment Pte. Ltd.

EA Licence: 90C3026

EA Personnel: R1546253

EA Personnel Name: Pang Yew Ming Malcolm

#LI-JACSG

#countrysingapore

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Company Description