



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

February 24th, 2026 15:00

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

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.sg/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.sg/terms-of-use>

Company Description