



## PR/095505 | Senior Relationship Manager (Large Corp)

### Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1572902

**Industry**

Bank, Trust Bank

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

March 31st, 2026 03:00

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**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

JAC's client is a leading commercial bank in Vietnam seeking a Senior Relationship Manager Location: Ho Chi Minh City

#### Job Responsibilities

- Develop and maintain strong, sustainable relationships with customers.
- Build, manage, and strengthen long-term relationships with customers in the assigned portfolio to gain deep customer insights, identify business opportunities and risks across their value chains, and enhance overall customer value.
- Act as a trusted advisor by proposing tailored financial solutions, serving as the primary funding arranger, and positioning the bank as the main transaction bank for customers and their related value chains.
- Collaborate closely with Product Divisions, RBG Division, and Support Functions to capitalize on business opportunities while effectively managing risks for assigned customers.

- Enhance customer understanding to deliver effective and customized solutions.
- Coordinate with the Economic Sector to define and implement Customer Value Propositions (CVP).
- Develop Account Customer Plans (ACP), action plans, and execute customer consultation strategies.
- Manage customers effectively on a portfolio basis.
- Manage, expand, and optimize relationships within the assigned customer portfolio, primarily customers with diverse financial needs, ensuring achievement of targeted Total Operating Income (TOI) while maintaining strong asset quality.
- Prepare, submit, and present credit proposals to the Credit Committee for approval, where applicable.
- Conduct regular portfolio reviews to identify early warning signals and potential risks; work with line managers and relevant stakeholders to develop and implement appropriate risk mitigation plans.
- Coordinate with relevant divisional departments to support inspections, audits, and control activities as required.
- Proactively contribute ideas and recommendations related to business development and risk management, and collaborate with relevant departments to execute these initiatives.
- Maintain and strengthen relationships with customer stakeholders at leadership, management, and operational levels.
- Participate in divisional and bank-wide projects and initiatives as assigned by management.
- Implement the unit's Business Continuity Plan (BCP) in accordance with the bank's regulations.
- Ensure full compliance with internal policies, procedures, guidelines, and applicable laws.
- Participate in training and capacity-building programs and develop a personal career development roadmap.
- Understand and consistently apply the bank's corporate values, culture, and behavioral standards.
- Perform other duties as assigned by management.

#### Job Requirements

- Minimum 12 years of experience in the finance and banking sector, including at least 10 years in management roles.
- Strong and comprehensive understanding of banking regulations, corporate legal frameworks, internal policies, procedures, and corporate banking products.
- In-depth knowledge of market dynamics, corporate client operations, and key industries and sectors supported by the Corporate Banking Division.
- Fluent English proficiency, with a TOEIC score of 650 or above or an equivalent qualification.
- Bachelor's degree in Banking, Finance, or a related economics discipline.

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#### Company Description