



## PR/087195 | Japanese Bilingual Corporate Analyst

### Job Information

**Recruiter**

JAC Recruitment USA

**Job ID**

1578028

**Industry**

Audit, Tax Accounting

**Job Type**

Permanent Full-time

**Location**

United States

**Salary**

Negotiable, based on experience

**Refreshed**

April 27th, 2026 02:00

### General Requirements

**Minimum Experience Level**

Over 6 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 OVERVIEW

Our client – (Major bank in NYC) is looking for a Japanese Bilingual Cash Management Sales Manager in NYC. This is a hybrid position.

#### RESPONSIBILITIES

- Sales & Business Development

Build and execute strategic sales plans to meet revenue and KPI targets.  
Manage a portfolio of domestic and cross-border clients (Cash Management & FX).  
Lead the full sales cycle: prospecting → pitching → RFP responses → execution → closing.  
Develop compelling sales presentations and proposals.

Maintain a strong pipeline and represent the firm at industry events.  
Research regulatory/tax updates impacting cash & treasury operations.  
Keep CRM and client documentation updated and compliant.

- Product & Internal Collaboration

Partner closely with Product Management teams in the U.S. and Japan.  
Stay current on product capabilities and market trends.  
Provide client insights to support product development and competitiveness.

- Client Relationship Management

Work with Relationship Managers in the Americas and Japan to grow existing accounts.  
Create account plans to expand wallet share.  
Build strong relationships with treasury, procurement, and finance leaders.  
Conduct joint client meetings to deliver tailored transaction banking solutions.

## REQUIREMENTS

- Bilingual Japanese/English (spoken and written required; Spanish preferred).
- 5–7 years of transaction banking experience.
- Experience with Japanese corporate clients or strong commercial banking background.
- Knowledge of cash management, working capital, treasury operations, and credit.
- Understanding of regulatory and compliance frameworks.
- Proven track record of driving new business and meeting sales targets.

## SALARY

Salary range will be USD 100,000 - 125,000 (Depending on the experiences)

## BENEFITS

Medical Dental Vision 401K and other benefit will be provided.

#LI-JACUS #LI-US #countryUS

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Company Description