



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

May 25th, 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.

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Company Description