



PR/096590 | Premier Banking Acquisition Manager (Offshore e.g NA, NRI, SEA)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1579681

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

March 24th, 2026 10:02

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our Client is one of the leading and biggest foreign bank in the world.

JOB RESPONSIBILITIES

- Maximise new business/acquisition/referral opportunities and deepening existing customer relationships to the specified service standards for the Priority Clients segment (offshore - SEA, NA, NRI etc.)
- To conduct a professional, consultative financial analysis and profiling session with customers to meet their financial needs/objectives.
- To foster and deepen customer relationships by providing regular market information updates and trend analysis on local and international financial products.
- In consultation with the PB team manager/ branch manager/ PTL, draw up monthly plans for achieving/exceeding sales targets to meet new business and customer acquisition goals

- To participate in marketing and promotional activities for customer acquisition.
- To source and call on individual prospects
- To provide quality, efficient after-sales services
- To manage anti-attrition and retention of clients
- To organise and conduct sales presentations to groups, clubs, associations, companies and other organisations.
- To solicit referrals from other parts of SCB eg. RMs from C&I, staff, etc.

REQUIREMENTS

- At least 3 years within the banking sales industry, specifically in acquisition business (candidates with strong offshore network are also welcome to apply)
- Excellent communication, interpersonal and relationship building skills.
- Ability to learn new products and services quickly
- Able to adapt and establish good relationships with co-workers e.g other acquisition managers or relationship managers
- Enjoys being in a team, engaging with co-workers.
- Motivated self-starter, identifying opportunities

We regret to inform that only shortlisted candidates will be notified.
We appreciate your understanding. Candidates requiring visa need not to apply.

EA: JAC Recruitment Pte. Ltd.
EA Licence: 90C3026
EA Personnel: R22109162
EA Personnel Name: Tan Wan Ting

#LI-JACSG

#countrysingapore

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Company Description