



PR/095648 | [Hanoi] Priority Relationship Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1581892

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

June 2nd, 2026 13:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Location: Hanoi, Vietnam

JAC's client is a top local bank in Vietnam

JOB RESPONSIBILITIES

- Gather information, analyze, and evaluate customer needs to understand their comprehensive financial goals based on individual customer insights, segment and sub-segment knowledge, and portfolio understanding.
- Analyze the products/services customers are using and their financial indicators to assess their financial health.
- Manage transactions, advise on solutions, and propose products and services for priority customers that align with their financial goals, needs, and lifestyle.
- Provide comprehensive service solutions to customers, maximizing their needs for transactions, savings, credit, investment, and insurance.
- Build a customer network, expanding relationships from the existing customer base to identify and acquire potential

customers.

- Develop business plans and customer development strategies, implement upselling/cross-selling of products based on the assigned customer portfolio to optimize customer benefits and achieve assigned business targets.

JOB REQUIREMENTS

- Graduated from a reputable university with a GPA of Good or Excellent. Preferably majors in economics, finance, banking, international trade, or business administration. Preference will be given to candidates with equivalent majors from prestigious universities abroad or candidates with CFA, CPA, or ACCA certifications.
- At least 2 years of experience in credit, business, or direct sales in the banking and finance sector. Preference will be given to candidates in similar positions at other banks.
- English proficiency: Possess a TOEIC certificate (or equivalent) meeting the Bank's requirements at the time.

- Experience in managing customer portfolios. Understanding of the behavior and needs of high-value customers. Knowledge of credit operations and products for high-value clients, including transactions, savings, credit, investments, insurance, cards, etc., and the ability to advise on comprehensive financial solutions for clients.

Apply online or feel free to contact me directly for more information about this opportunity.

Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACVN

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.

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Company Description