



PR/095676 | Senior Retail Banking Officer

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1582536

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

April 28th, 2026 03:00

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

Our client is leading Vietnamese bank

JOB RESPONSIBILITIES

- Manage and leverage a qualified customer data portfolio to identify and develop potential clients (training on banking products and internal policies will be provided before starting the role).
- Identify, approach, and expand the customer portfolio with clients who have demand for the bank's products and financial services.
- Collaborate with relevant departments to support customers after loan disbursement, including post-loan monitoring and debt management.
- Conduct credit assessments for customers seeking loans to protect the bank's interests, evaluating factors such as reputation, financial capability, business performance, repayment capacity, and collateral.
- Monitor the use of loan funds in accordance with bank regulations and track customers' repayment of principal and interest as specified in the contract.
- Maintain regular contact with customers to provide consultation, relationship management, and introduce suitable

- banking products and services.
- Promote and sell banking products including loans, insurance, credit services, and other financial solutions.

JOB REQUIREMENTS AND PREFERRED QUALITIES

- Bachelor's degree within Finance & Banking, Business Administration, or a related field.
- Minimum 2 years of experience in credit, business development, or direct sales within the banking sector; candidates with experience in similar roles at other banks are preferred.
- Experience managing a customer portfolio with a good understanding of individual customer behavior and financial needs, as well as knowledge of banking products and credit services.
- Strong communication, sales consulting, and relationship-building skills with customers. Fast learner with the ability to adapt quickly and perform effectively under high work pressure.
- Minimum TOEIC score of 550 or an equivalent level of English proficiency.

BENEFITS

- Competitive salary with bonuses
- Premium healthcare insurance for individuals
- Opportunities for professional development and training
- Potential for career growth within a large organization

Due to the volume of applications, only shortlisted candidates will be contacted. Thank you for your interest.
#LI-JACVN

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Company Description