



PR/096851 | Sales Manager / AVP – Private Credit Distribution

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1584295

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 10:15

General Requirements

Minimum Experience Level

Over 6 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

Sales Manager / AVP – Private Credit Distribution

Location: Singapore (occasional regional/international travel)

Role Overview

A leading global investment platform is seeking an experienced Sales Manager to drive capital raising efforts for private credit strategies focused on U.S. residential real estate. The role involves originating, developing, and managing relationships across asset managers, IFAs, family offices, introducers, and qualified investors.

This position requires a commercially oriented professional with strong product fluency, excellent relationship management skills, and the ability to work seamlessly with cross-border teams in Asia and the U.S.

Key Responsibilities

Business Development & Distribution

- Develop and execute a distribution strategy to raise capital for U.S. residential real-estate-focused private credit funds.
- Identify, qualify, and manage a strong investor pipeline across asset managers, private banks, IFAs, introducers, and family offices.
- Conduct investor meetings, presentations, and due diligence sessions, demonstrating an in-depth understanding of product structure, strategy, risk, and positioning.
- Build long-term relationships with key stakeholders, including gatekeepers and investment committees.

End-to-End Deal & Process Management

- Lead the full investor journey from prospecting to investment completion, including materials delivery, due diligence coordination, subscription processes, and closing.
- Collaborate closely with internal teams across investment, IR, operations, legal/compliance, finance, and fund administration to ensure a smooth onboarding experience.
- Manage relationships with intermediaries/introducers, ensuring effective engagement and performance.

Investor Relations & Ongoing Coverage

- Act as a primary contact point post-investment, ensuring timely updates and strong relationship management.
- Support investor reporting, periodic updates, and ad-hoc information requests with internal team coordination.
- Capture market insights and investor feedback to enhance messaging and distribution strategy.

Governance, Compliance & Controls

- Ensure all fundraising and distribution activities comply with relevant regulatory requirements and internal guidelines.
- Maintain strong CRM discipline including pipeline tracking, meeting notes, forecasting, and documentation.

Internal Collaboration & Leadership

- Provide regular fundraising forecasts and progress updates to management.
- Contribute to the development of pitch materials, sales collateral, and FAQs in collaboration with investment and marketing teams.
- Represent the firm at industry events, conferences, and investor forums.

Candidate Requirements

Experience

- 6–10+ years' experience in fund distribution, institutional sales, or capital raising—ideally within private credit, private markets, or real-estate credit.
- Proven track record of building pipelines and securing allocations across asset managers, private banks, IFAs, family offices, and institutional channels.
- Strong understanding of private fund structures, onboarding processes, and subscription documentation (e.g., feeder funds, SPVs, KYC).
- Exposure to U.S. residential or real-estate credit themes is a plus.

Skills & Competencies

- Exceptional communication and presentation skills, with confidence engaging senior investment professionals and sophisticated investors.
- Highly commercial, persistent, and organized; able to manage long sales cycles and multiple stakeholders.
- Strong cross-functional and cross-regional coordination abilities.
- High level of integrity, professionalism, and a client-first mindset.

Other Requirements

- Willingness to travel as required.
- Proficiency with CRM platforms and disciplined pipeline management.

#LI-JACSG

#countrysingapore

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Company Description