



## PR/095755 | FI Relationship Management Director

### Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1586532

**Industry**

Bank, Trust Bank

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

April 14th, 2026 10:31

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Company and Job Overview**

JAC's client, a Vietnam's leading private bank, is seeking for an FI Relationship Management Director position.

Location: Ho Chi Minh City

**Job Responsibilities**

This role is responsible for managing business activities with Financial Institution clients, including:

- Building strong relationships and enhancing the bank's position with Financial Institution clients (Non-Banks) by providing tailored and effective financial solutions.
- Collaborating with business units and the CIBG Division to develop and refine internal processes, as well as design new product structures.
- Managing and optimizing credit limits in compliance with the Bank's regulations.
- Driving team performance to ensure business objectives are achieved within each period.

- Key Accountabilities (1):
  - Develop FI customer network according to the bank's overall strategy.
  - Implement financial solutions to ensure portfolio growth, including risk management, to achieve optimal business efficiency.
  - Point of contact for customer transactions regarding financial products and solutions.
  - Develop and execute short-term and long-term business plans for assigned customer segments, ensuring alignment with the bank's strategic objectives and driving sustainable growth.
- Key Accountabilities (2):
  - Point of contact for customer transactions regarding financial products and solutions.
  - Contribute to developing market and new product initiatives.
  - Increase wallet share with Financial Institution customers (FI/NBFI).
  - Develop and manage customer portfolio limits.
  - Manage financial performance and profitability for NBFI customer segments.
  - Manage customer risk.
  - Collaborate with internal functions to identify and assess customer risk.
  - Ensure effective monitoring and control of debt quality across the entire assigned customer portfolio.
  - Update the ACP in cases where customers have changes in business plans that may impact annual exploitation plans.

- Key Accountabilities (3):

Capability Development:

- Participate in developing training programs to enhance Functional Competencies; organize sessions to share knowledge and career trends in the region and worldwide.
- Develop personal career development plans.

Corporate Culture:

- Understand and apply organizational values, culture, and behavioral standards in accordance with banking regulations.
- Perform other tasks as assigned by LM.

### Job Requirements

- Final-year students or fresh graduates holding a Bachelor's degree or higher, preferably in Bachelor's degree or above in Finance, Banking, Economics, or equivalent.
- Minimum 15 years of experience in financial services, banking, with expertise in FI/NBFI relationship management.
- Specialized knowledge of banking products, financial markets, and capital markets.
- English proficiency as per banking standards.

Interested applicants, click APPLY NOW  
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### Company Description