



PR/095743 | [HN] Relationship Manager - SME

## Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1589997

**Industry**

Audit, Tax Accounting

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

April 28th, 2026 10:58

## General Requirements

**Minimum Experience Level**

Over 3 years

**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

### OVERVIEW

Location: Hanoi

A leading bank in Vietnam

### JOB RESPONSIBILITIES

- Gather insights and identify potential clients to understand the characteristics, needs, market trends, and competitive banking products within the SME/MSME segment.
- Collect and analyze information on existing clients, including business operations, strategies, plans, and financial

statements, to better understand their needs and provide business advisory support.

- Maintain a strong understanding of banking products, solutions, and pricing policies for SME/MSME clients.
- Identify and recommend suitable products and pricing strategies for assigned clients.
- Propose and collaborate with Head Office departments to develop new products, solutions, and pricing policies.
- Develop and implement sales and customer care plans based on business targets and portfolio analysis.
- Provide financial advisory services, offering optimal solutions based on client needs and industry trends.
- Ensure service delivery meets required standards (TAT, SLA) and delivers strong customer value propositions (CVP), enhancing customer experience and satisfaction.
- Monitor, evaluate, and adjust sales and customer care plans as needed.
- Take full responsibility for credit risk management throughout the entire process, including portfolio management.
- Conduct credit assessments, prepare credit proposals, and submit for approval to relevant authorities.
- Perform post-loan monitoring, identify early warning signs, and ensure compliance with all post-lending control procedures and regulations.
- Manage debt collection processes and participate in resolving non-performing loans in accordance with regulations.
- Work closely with internal stakeholders to achieve team and organizational goals.
- Effectively manage the assigned client portfolio in line with bank policies and strategic direction.

#### **JOB REQUIREMENTS AND PREFERRED QUALITIES**

- Minimum TOEIC score of 550 or equivalent
- Minimum 3 years of sales experience with corporate clients
- Bachelor's degree required; preference for majors in Economics, Finance, Banking, Business Administration, or related fields.

#### **BENEFITS**

- Competitive salary with bonuses and allowances
- Opportunities for advancement with strong support from leadership
- Young, dynamic, professional workplace with a modern office and friendly atmosphere

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