



PR/095743 | [HN] Relationship Manager - SME

## Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1592840

**Industry**

Audit, Tax Accounting

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

May 19th, 2026 11:15

## 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

**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