



PR/094739 | [Trade Finance] Vice President / Director

## Job Information

### Recruiter

JAC Recruitment Vietnam Co., Ltd

### Job ID

1599115

### Industry

Bank, Trust Bank

### Job Type

Permanent Full-time

### Location

Vietnam

### Salary

Negotiable, based on experience

### Refreshed

June 26th, 2026 11:01

## General Requirements

### Minimum Experience Level

Over 6 years

### Career Level

Mid Career

### Minimum English Level

Fluent

### Minimum Japanese Level

None

### Minimum Education Level

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

## Job Description

### Location

Hanoi

### Company and Job Overview

Our client is a foreign bank

### Job Responsibilities

- Transaction Banking Sales and Promotion primarily Trade Finance.
- Plan Transaction Banking Sales Strategy for Hanoi Branch and lead RM team to execute the strategy. Report to Head of GTBD Vietnam, GTBD APAC and Vietnam Branch Management on the progress of the strategy.
- Support Hanoi Branch and Ho Chi Minh City Branch to grow Transaction Banking Business and achieve the Transaction Banking KPIs (Profit Target, Corporate Mission, etc.)
- Support Transaction Banking Sales activity for RMs by preparing presentation materials, structuring solutions, visiting

customers, RM Training, etc.

- Support Hanoi Branch to enhance its Transaction Banking capabilities by proposing and coordinating with Branch Divisions (IT/Operation, etc.) to implement new products.
- Coordinate within GTBD offices to capture cross border transaction banking business, implement regional/global products in Hanoi Branch.
- Reporting to Head of GTBD Vietnam. GTBD Vietnam is reporting to GTBD Asia Pacific Regional Office in Singapore. Dotted reporting to Vietnam Branch management.
- Performance Evaluation will be made by Head of GTBD APAC reflecting opinion from Vietnam Branch management and Head of GTBD Vietnam.

#### **Job Requirements**

- Bachelor or above.
- More than 6-year experience (at foreign banks as an advantage) in transaction banking sales (Trade Finance strong background is mandatory, cash management experience is competitive advantage etc.).
- Strong negotiation, communication and presentation skills;
- Transaction Banking Product Knowledge (cash management, trade finance, etc.)
- Fluent in both spoken & written English, Vietnamese
- Dynamic, teamwork, creative, aggressive, responsible, patient, hard-working and result oriented person;
- Ability to work under high pressure.
- Microsoft (Word/Excel/Power point)

#### **Job Details**

Competitive salary and benefits package

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#### **Company Description**