



PR/160489 | VP - Transaction Banking (Corporate Banking)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599279

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 8th, 2026 20:00

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

JOB RESPONSIBILITIES: -

- Drive transaction banking sales and revenue growth, representing the Bank in key client and industry engagements.
- Build and manage strategic relationships with existing and target clients; develop proposals and cross-sell solutions across trade, supply chain finance, and cash management.
- Develop and execute account plans and maintain an effective sales pipeline to deliver against business objectives.
- Act as the primary point of contact for transaction execution, coordinating technical and operational requirements to ensure a seamless client experience.
- Identify product gaps and opportunities for new solutions, while ensuring full compliance with risk and regulatory requirements and escalating issues appropriately.

JOB REQUIREMENTS: -

- Bachelor's degree finance and banking, business, economy or any related
- Strong technical knowledge of trade finance and cash management products.
- 8 to 10 years experience in trade and/or cash sales within financial services, with a proven business development track record.
- Solid understanding of transaction banking risk profiles, regulatory requirements, and portfolio management practices.

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Company Description