



PR/097193 | Head of Sales - Asean

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1599664

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:50

General Requirements

Minimum Experience Level

Over 10 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

OVERVIEW

Our client is a brokerage firm that engages in brokerage services, private wealth management, investment management and financial research.

Summary

We are seeking an experienced and strategic leader to join us as Head of Sales - ASEAN. This position reports directly to the Institutional Management Committee and is responsible for managing regional sales teams across Singapore, Malaysia, Thailand, and Indonesia. The ideal candidate will possess comprehensive knowledge of major global markets, with particular expertise in the United States, China, and ASEAN. While average knowledge of ASEAN markets is acceptable, a strong dedication to continuous learning and market development is imperative. A profound understanding of the buy side client community in ASEAN, including institutional investors and institutionalised family offices, is an absolute requirement for this role.

Key Responsibilities

- Client Coverage: Regularly engage with ASEAN clients to understand their needs and improve service delivery.
- Research Feedback: Provide clear, constructive input to enhance research relevance.
- Business Development: Build corporate relationships to potentially generate new business opportunities.
- Event Management: Take the lead in coordinating roadshows and Equity Capital Markets initiatives involving institutional sales clients.
- Hong Kong/China Market Champion: Ideally act as the principal expert on the Hong Kong and China markets to support ASEAN clients, provided the candidate has the relevant expertise.

Requirements

- Bachelor's degree in Finance, Economics, Business, or a related field.
- CMFAS certification, including RES 1A, RES 2A, RES 5, CM-SIP, CM-EIP are preferred.

We regret to inform that only shortlisted candidates will be notified. Appreciate your understanding.

EA: JAC Recruitment Pte. Ltd.
EA Licence: 90C3026
EA Reg No. R1879356
EA Personnel Name: Tan Deshun

#LI-JACSG

#countrysingapore

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Company Description