



PR/087478 | Japanese Bilingual Cash Management Sales

Job Information

Recruiter

JAC Recruitment USA

Job ID

1603031

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 11:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION SUMMARY

In this position, you will drive the growth of a global transaction banking business by developing new business opportunities and expanding relationships with existing corporate clients while delivering cash management and foreign exchange solutions.

RESPONSIBILITIES

- Develop and execute sales plans to achieve revenue targets and key performance indicators
- Originate and manage new and existing client relationships
- Identify domestic, cross-border, and global transaction banking opportunities

- Promote cash management and foreign exchange solutions to corporate clients
- Prepare client presentations and proposal materials
- Research regulatory and tax developments affecting treasury and cash management activities
- Support internal approval and documentation processes
- Coordinate closely with implementation and service teams
- Partner with relationship managers across multiple regions
- Develop account plans to increase wallet share and client engagement

QUALIFICATIONS

- 3–5 years of transaction banking experience
- Business-level Japanese and English communication skills
- Spanish language skills preferred
- Knowledge of treasury management products
- Understanding of working capital solutions and corporate treasury practices
- Knowledge of advisory services and credit products
- Understanding of regulatory policies and procedures
- Proven success in achieving new business and recurring revenue targets
- Ability to coordinate projects across regions and departments
- Ability to travel up to 50%
- Proficiency in Microsoft Office including Excel, PowerPoint, and Word

LOCATION New York, NY

WORK TYPE Hybrid (4 times a week in the office)

SALARY USD100,000-125,000

BENEFITS Medical, dental, vision, 401K and others

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Company Description