



Understanding People

Relationship Manager / リレーションシップマネージャー

Global investment exposure

Job Information

Recruiter

Specialized Group

Job ID

1603223

Industry

Asset Management

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 14:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Relationship Manager | Discretionary Investment Management リレーションシップマネージャー

東京を拠点とする社員所有の裁量投資運用会社が、リレーションシップマネージャーを募集しています。このポジションは、企業年金や大学基金などの機関投資家との関係構築を担当し、ビジネス開発を支援する絶好の機会です。

主な業務内容：

- Manage relationships with institutional clients
- Support business development with prospective clients
- Communicate investment strategies and performance to clients
- Prepare client materials in Japanese and English
- Collaborate with Product Specialist team on client portfolios

- Act as primary contact for clients, building trust
- Advise on global investment manager selection
- Ensure client portfolios align with investment goals

応募資格：

- Must be based in Japan
- Bilingual in Japanese (native) and English
- 3–8 years of experience in financial services
- Experience with institutional investors
- Experience in relationship management within financial services
- Background in institutional or retail sales is preferred but not mandatory
- Strong communication skills in both Japanese and English

Company Description