



Understanding People

Institutional Relationship Manager 機関投資家リレーションシップMgr

Global asset management firm

Job Information

Recruiter

Specialized Group

Job ID

1603228

Industry

Asset Management

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

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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

Institutional Relationship Manager | Asset Management インスティテューショナルリレーションシップマネージャー

グローバルな資産運用会社である当社クライアントは、インスティテューショナルクライアントカバレッジチームに参加するインスティテューショナルリレーションシップマネージャーを募集しています。このポジションでは、機関投資家との新規ビジネス開発や高度な情報サービスの提供を行う絶好の機会が得られます。

業務内容：

- Develop new business with institutional clients
- Cross-sell new products to existing clients
- Provide high-quality information services to investors
- Manage relationships with financial institutions and pensions

- Collaborate with ICC Japan and Global Head

応募資格：

- Native-level Japanese and high-level English proficiency
- Experience in financial industry as sales in investment bank or asset management
- In-depth knowledge of financial markets and various asset classes
- 5+ years of experience in institutional relationship management
- Ability to develop and maintain client relationships
- Experience with cross-selling financial products

Company Description