

PR/097275 | Investor Relations Sales Manager

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1604801

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
October 20th, 2026 15:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Native Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

COMPANY OVERVIEW
This company is Southeast Asia's largest SME digital financing platform. Established in 2015, they empower small and medium-sized enterprises (SMEs) by bridging the funding gap through innovative financing solutions. Operating across Singapore, Indonesia, Malaysia, Thailand, and Vietnam, they are backed by leading global investors and driven by their mission to enable sustainable economic growth through technology and data.

JOB DESCRIPTION
We are seeking a dynamic and well-connected Investor Relations Sales Manager to join our Singapore team. This role is focused on engaging affluent and high-net-worth individuals (HNWIs) to invest in Funding Societies' financing products, enabling us to disburse funds to SMEs across the region.

JOB RESPONSIBILITIES

- **Develop and expand relationships with HNW investors, family offices, and private wealth networks.**

- **Drive fundraising activities to meet monthly and quarterly KPIs.**
- **Present investment opportunities clearly and persuasively to prospective investors.**
- **Collaborate with internal teams to ensure seamless onboarding and servicing of investors.**
- **Provide market insights and updates to investors, acting as a trusted advisor.**
- **This is a performance-driven role offering a competitive base salary with attractive commission.**

REQUIREMENTS

- **Proven track record in sales or business development within financial services, private banking, or wealth management.**
- **Established network of affluent and HNW clients, with the ability to leverage relationships for fundraising.**
- **Strong communication and presentation skills; ability to influence and build trust.**
- **Results-oriented mindset with experience working under KPIs and revenue targets.**
- **Bachelor's degree in finance, Business, Economics, or related discipline preferred.**
- **Entrepreneurial spirit, resilience, and passion for supporting SME growth.**

We regret to inform that only shortlisted candidates will be notified.
We appreciate your understanding. Candidates requiring visa need not to apply.

EA: JAC Recruitment Pte. Ltd.
EA Licence: 90C3026
EA Personnel: R22109162
EA Personnel Name: Tan Wan Ting

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#countrysingapore

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Company Description