



【外銀大手】ジャパンデスク ディレクター（インド駐在）

アジアで高いプレゼンスを持つ外資系銀行のCIB部門です。

Job Information

Recruiter

Morgan McKinley

Job ID

1607561

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

India, India

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

大手外資系銀行にて、在インドのジャパンデスク ディレクターを募集しています。

インドで事業を展開する日系企業とのリレーションシップを統括し、経営層に対する戦略的な金融アドバイザーとして、コーポレートバンキング、トランザクションバンキング、貿易金融、グローバルマーケット、融資など幅広い金融ソリューションを提供していただきます。

主な職務内容

- ・インドで事業を展開する日系企業とのリレーションシップの管理・拡大
- ・コーポレートバンキング、トランザクションバンキング、貿易金融、グローバルマーケット、融資など幅広い領域で新規ビジネスの開拓
- ・各プロダクトスペシャリストやリージョナルカバレッジチームとの連携
- ・顧客ニーズに応じたクロスボーダー金融ソリューションの提案

- 戦略的なアカウントプランの策定・実行
- 顧客訪問、業界イベント、ビジネス団体などを通じたネットワークの拡大、インドの日系ビジネスコミュニティにおける銀行のプレゼンス強化
- 銀行のJapan Corridor (ジャパンコリドー) ビジネスの成長戦略の推進

Join a leading international financial institution as **Director, Japan Desk**, taking a senior role in developing relationships with **Japanese multinational corporations operating across India**.

As a key leader within the bank's Japan Corridor franchise, you will serve as a trusted banking advisor to Japanese corporate clients while originating opportunities across **Corporate Banking, Transaction Banking, Trade Finance, Global Markets, and Corporate & Investment Banking (CIB)**.

Working closely with Japan headquarters, local management teams, and regional product specialists, you will deliver integrated cross-border banking solutions that support Japanese companies with their investment, expansion, financing, and treasury requirements in India.

This is a high-profile opportunity for an experienced **Japanese Corporate Banking relationship manager** to lead strategic client relationships and contribute directly to the continued growth of a major international bank's Japan-India corridor business.

Key Responsibilities

- Manage and expand relationships with **Japanese multinational corporations in India**, acting as a primary banking advisor to senior corporate stakeholders.
- Originate new business opportunities across **Corporate Banking, Transaction Banking, Trade Finance, Global Markets, Lending**, and other Corporate & Investment Banking products.
- Collaborate with product specialists and regional coverage teams to structure and deliver integrated **cross-border banking solutions** tailored to individual client requirements.
- Develop and execute strategic account plans to deepen relationships, identify new revenue opportunities, and increase overall client wallet share.
- Coordinate closely with **Japan headquarters and India-based management teams** to support Japanese companies with investment, expansion, financing, and banking activities across India.
- Build trusted relationships with senior executives and key decision-makers to identify emerging financial and strategic requirements.
- Represent the bank within the **Japanese business community in India** through client meetings, industry events, business associations, and other relationship-building activities.
- Contribute to the strategic expansion of the bank's **Japan Corridor franchise**, identifying new prospects and strengthening its presence among Japanese corporations operating in India.

Required Skills

必須条件 経験・資格：

- コーポレートバンキング、またはグローバルコーポレートバンキングにおける日系企業のリレーションシップマネジメント経験
- 複数の金融商品にまたがるCorporate & Investment Banking (CIB) 案件のオリジネーションおよびエグゼキューション経験
- トランザクションバンキング、貿易金融、グローバルマーケット、融資などのプロダクトチームとの協働経験
- 海外進出・事業展開を行う日系企業の資金調達、財務、決済、銀行取引ニーズに関する専門知識
- 日系企業の経営層・財務責任者・主要意思決定者との長期的なリレーションシップ構築経験
- 国際金融機関または日系金融機関における、インドまたはアジア地域の日系法人営業・カバレッジ経験

ソフトスキル：

- リレーションシップマネジメント能力
- ビジネス開発力・交渉力
- 戦略的思考力
- 複雑なクロスボーダー案件に対応できる問題解決力、意思決定能力

語学力：

- 日本語：流暢
- 英語：流暢

歓迎条件

- 国際的な銀行において日系多国籍企業を担当した経験
- インドまたはアジアの日系ビジネスコミュニティにおける強固なネットワーク

この求人がおすすめの理由

- アジアで高いプレゼンスを持つ外資系銀行のCorporate & Investment Banking部門で活躍
- インドで事業を展開する主要な日系グローバル企業を支援するダイナミックな仕事
- 法人融資、トランザクションバンキング、貿易金融、グローバルマーケットなど幅広い案件に携われます
- 将来的なリージョナルリーダーシップにつながる国際的なキャリアパス

Required Skills and QualificationsExperience:

- Extensive experience managing relationships with **Japanese multinational corporations** within Corporate Banking, Global Corporate Banking, or a related institutional banking environment.
- Proven track record of originating and executing **Corporate & Investment Banking transactions** across multiple financial products.
- Experience collaborating with specialist teams across **Transaction Banking, Trade Finance, Global Markets, and**

Lending.

- Strong understanding of the banking, financing, treasury, and transaction requirements of Japanese corporations investing and operating internationally.
- Demonstrated experience developing long-term relationships with senior corporate stakeholders and key decision-makers.
- Previous experience covering Japanese corporate clients in **India or the broader Asia region** within an international or Japanese financial institution.
- Senior-level banking experience appropriate for a Director-level position, ideally with **10+ years of relevant professional experience.**

Soft Skills:

- Exceptional relationship-building and stakeholder management capabilities, with the confidence to engage and influence senior corporate decision-makers.
- Strong commercial mindset with proven business development, negotiation, and client acquisition skills.
- Strategic and solutions-oriented approach to identifying client requirements and developing relevant banking opportunities.
- Excellent problem-solving and decision-making capabilities within complex cross-border banking environments.
- Ability to collaborate effectively across multiple teams, cultures, products, and jurisdictions while managing competing priorities.

Language Requirements:

- **Japanese:** Fluent.
- **English:** Fluent.

Preferred Skills & Qualifications

- Experience covering **Japanese multinational corporations within an international banking environment**.
- Established relationships within the **Japanese corporate and business community in India or the wider Asia region.**
- Strong knowledge of the **Japan-India business corridor** and the financial requirements of Japanese companies expanding in India.
- Experience delivering cross-border solutions spanning Corporate Banking, Transaction Banking, Trade Finance, Global Markets, and Lending.
- Exposure to senior-level relationship management within a major international or Japanese financial institution.

Why You'll Love Working Here

- **Competitive executive-level compensation package.**
- Lead a high-profile portfolio of **Japanese multinational corporate clients in India**.
- Join a leading international bank with a strong **Corporate & Investment Banking franchise across Asia**.
- Originate sophisticated opportunities across **Corporate Banking, Transaction Banking, Trade Finance, Global Markets, and Lending**.
- Work alongside experienced regional coverage teams and industry-leading product specialists.
- Gain significant exposure to **cross-border Japan-India transactions** and senior corporate decision-makers.
- Play a strategic role in expanding the bank's **Japan Corridor franchise in India**.
- Build toward further regional leadership opportunities through strong international exposure and long-term career development.

Company Description

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。