



PR/090140 | Institutional, Sales Manager (/)

Job Information

Recruiter

JAC Recruitment Korea

Job ID

1609999

Industry

Business Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 16:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

| Institutional, Sales Manager (/)

[Global Asset Management Firm | Korea Expansion]

???? Seoul, South Korea

A leading European global asset management firm is expanding its institutional business in Korea and is looking for an ambitious Institutional Fundraising professional to join its growing platform.

This is an opportunity to work directly with leading Korean institutional investors while building a long-term career within a global asset management business.

What You'll Do

Develop relationships with Korean institutional investors including:

- Pension Funds, Mutual Aid Associations, Insurance Companies and Securities Firms
- Banks, Asset Owners and OCIO platforms
- Lead fundraising initiatives across institutional channels
- Identify and originate new investment opportunities with Korean LPs
- Coordinate closely with regional investment and distribution teams
- Manage fundraising processes from initial meetings through capital commitments
- Deliver presentations, investment updates and due diligence support

Who We're Looking For

We would love to speak with professionals who have:

- 3-7 years of experience within: Institutional Sales, Institutional Coverage, Fund Distribution, Capital Raising, Investor Relations, Asset Management Sales and etc.
- Existing relationships with Korean institutional investors
- Experience introducing investment products to pension funds, insurance companies, mutual aid associations or other institutional investors
- Strong communication and stakeholder management skills

Preferred Background

- Global Asset Managers, Domestic Asset Managers
- Investment Banks, Securities Firms
- Placement Agents, Private Markets Distribution Teams
- Fixed Income / Bond Fund Sales Teams

Why This Opportunity?

- Become one of the early members helping to build and expand a global asset manager's institutional franchise in Korea.
- Work directly with some of Korea's largest institutional investors.
- Unlike larger organizations with rigid hierarchies, you'll have meaningful visibility and influence on business growth.
- Performance-driven compensation linked to fundraising success.
- Opportunity to grow alongside the Korea platform as the business continues to expand.
- Compensation: Competitive Base Salary, Attractive Performance Incentive

Contact

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#InstitutionalSales #Fundraising #AssetManagement #FixedIncome #InstitutionalInvestors #PensionFunds #CapitalRaising
#GlobalAssetManager # #

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Company Description