

PR/097640 | Head of Institutional Sales, APAC

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1612889

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 02:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview

Our client, a well-established Asset Management firm, is seeking an experienced Head of Institutional Sales to lead and expand its institutional business across the APAC region. This strategic hire will be responsible for driving client acquisition, strengthening institutional partnerships, and increasing the firm's presence among key investors across APAC, with a particular focus on Singapore, Australia, Japan, and Korea. The role offers the opportunity to work closely with senior stakeholders, represent the firm's investment capabilities, and play a pivotal role in executing regional growth initiatives.

Key Responsibilities

- Develop and execute institutional business development strategies across the APAC region, with a focus on Singapore, Australia, Japan, Korea and/or the broader APAC region

- Build, maintain, and deepen relationships with institutional investors, including sovereign wealth funds, pension funds, insurance companies, endowments, foundations, family offices, and other asset allocators.
- Leverage existing networks and industry relationships to identify and originate new business opportunities.
- Partner closely with investment, product, and marketing teams to deliver compelling, client-focused solutions and presentations.
- Represent the firm in final presentations, due diligence meetings, industry events, and business development initiatives.
- Contribute to the development of regional sales strategies and support the firm's long-term growth objectives across APAC.

Qualifications & Experience

- Bachelor's degree in Finance, Economics, Business, or a related discipline.
- Minimum 10 years of experience in institutional sales, business development, or client coverage within asset management, investment management, or related financial services.
- Strong preference for candidates with established institutional investor networks across APAC, particularly in Singapore, Australia, Japan, and/or Korea.
- Proven track record of raising assets, winning mandates, and developing long-term relationships with institutional clients.
- Demonstrated ability to engage directly with institutional investors' investment decision-makers, including CIOs, portfolio managers, investment committees, and senior investment professionals.
- Experience leading and participating in final-stage investment presentations, due diligence processes, and mandate pitches.
- Strong understanding of institutional investment products and capital markets.
- Fluency in English and Chinese is preferred to effectively engage regional clients and collaborate with headquarters.
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We regret to inform that only shortlisted candidates will be notified.

We appreciate your understanding.

EA: JAC Recruitment Pte. Ltd.

EA Licence: 90C3026

#LI-JACSG #countrysingapore

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Company Description