

PR/096248 | [SOE] Senior Relationship Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1614232

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 15:00

General Requirements

Minimum Experience Level
Over 6 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
One of Japan’s leading financial institutions to offer highly fruitful financial products & services to all its customers, both in Japan and abroad.

JOB RESPONSIBILITIES

- To promote Non-Japanese corporate business specifically focusing on State owned enterprises and top tier Vietnamese enterprises, in order to contribute development of Vietnam and to achieve the set profit target of department
- To manage good relationship with existing customers and develop relationship with the potential ones
- To analyze the credit risk of customers and documentation process of the transactions
- To monitor creditability for existing customers

- To communicate and maintain relationship with Mizuho's global networks, especially in ASIA region
- To administer department's daily job (optional)

JOB REQUIREMENTS

- Bachelor or higher Degree;
- At least 5-year experience at similar position especially handling relationship with State-owned enterprises.
- Strong negotiation, communication and presentation skills;
- Expertise to analyze credit risk;
- Fluent in both spoken & written English, Vietnamese;
- Dynamic, teamwork, creative, aggressive, responsible, patient, hard-working and result-oriented person;
- Ability to work under high pressure.

BENEFITS

- Professional working environment
- Competitive salary & 13th month salary
- Performance bonus
- Health care insurance & accident insurance

Due to the volume of applications, only shortlisted candidates will be contacted. Thank you for your interest.
#LI-JACVN

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Company Description