

PR/118788 | Amsterdam勤務 -Japanese Speaking Cash Management Sales

Job Information

Recruiter
JAC Recruitment UK

Job ID
1616067

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 12:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

A Japanese bank in Amsterdam is currently seeking a Japanese Speaking Cash Management Sales professional.

Candidates with experience in Cash Management Sales or customer service within banking are encouraged to apply.

Position Purpose

Drive the growth of the Bank's Cash Management business for Japanese corporate clients across Europe.

Work closely with Relationship Managers and Product teams to deliver treasury solutions that support clients' domestic and international cash management and payment needs.

Business Development and Relationship Management

Develop and execute sales strategies targeting Japanese corporate clients across Europe.

Acquire new clients and expand existing client relationships.

Analyse clients' cash management, liquidity management, and payment requirements, and propose appropriate solutions.

Conduct client visits, treasury reviews, and solution presentations.

Build and maintain long-term relationships with Treasurers, Finance Directors, and other key decision-makers.

Key Responsibilities: Promote and Sell the Following Products and Services

Domestic and cross-border payment solutions.

Receivables collection and Accounts Receivable (AR) Reconciliation solutions.

Cash concentration, notional pooling, and in-house bank structures.

Deposit products and short-term investment solutions.
Trade finance and working capital optimisation solutions.
Electronic banking platforms, APIs, and host-to-host connectivity solutions.

Cash flow forecasting and reporting solutions.
RFI/RFP responses and strategic account management.

Mandatory Requirements

4–7 years of experience in Transaction Banking - Cash Management.

Japanese-speaking candidates with experience in Cash Management Sales or Client Services within a banking environment are encouraged to apply.

Salary: Euro 80,000 - 120,000

++++++++++++++++++

Thank you for your interest in this opportunity. While we carefully review all applications, only candidates selected to proceed further in the recruitment process will be contacted. Thank you for your understanding and interest in joining our organisation.

#LI-JACUK #TK

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: https://www.jac-recruitment.co.uk/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.co.uk/terms-of-use

Company Description