



Morgan
McKinley

【外資系Fintech】機関投資家営業（VP） | 東京・横浜

年収3,000万円も目指せる。グローバルFintechで営業力を発揮しませんか？

Job Information

Recruiter

Morgan McKinley

Job ID

1618463

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

October 19th, 2026 21:02

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

金融市場のデジタル化を推進する外資系企業にて、機関投資家向け営業を担うVice Presidentを募集しています。

受賞歴があり、優れた企業文化で評価される同社は、1日あたり数兆規模の取引高（ADV）を処理するグローバルな電子取引プラットフォームを展開。AIを活用した技術革新にも積極的に取り組んでいます。長年にわたり過去最高の売上高を更新し続ける、安定した事業基盤も魅力です。

高報酬。

主な職務内容

- ・社内関連部門と連携した営業戦略の実行および事業成長の推進
- ・国内の機関投資家を中心とした新規顧客の開拓と既存顧客との関係強化
- ・営業案件のパイプライン拡大と新たな取引機会の創出

- 顧客ニーズに応じた電子取引プラットフォームの紹介・デモンストレーション
- デジタルOTC（店頭取引）市場における同社サービスの競争力向上
- 海外チームとの市場動向・顧客ニーズ・営業機会に関する情報共有
- 日本の機関投資家市場や電子取引市場の動向把握と事業成長への貢献

A leading global **financial technology (Fintech) company** is seeking an experienced **Vice President of Institutional Sales** to expand its institutional client business in Japan.

In this senior sales position, you will drive **business development, institutional client acquisition, and relationship management** across Japan's financial markets. You will work with domestic institutional buyers, develop new business opportunities, and strengthen existing client partnerships to support revenue growth.

The role focuses on promoting advanced **digital Over-the-Counter (OTC) trading solutions** across **Fixed Income, Credit, and Equity Markets**. You will deliver software demonstrations, communicate the value of electronic trading platforms, and collaborate with international teams to strengthen the company's market presence.

This is an opportunity for an experienced banking or securities professional to advance their career in **Institutional Sales, Electronic Trading, Fintech Business Development, and Capital Markets** within an award-winning global financial technology organization.

Key Responsibilities

- Develop and execute **institutional sales strategies** to expand the company's presence in the Japanese financial services market.
- Drive **new business development and client acquisition** among domestic institutional investors and financial institutions.
- Build, manage, and expand a strong pipeline of institutional sales opportunities.
- Develop long-term relationships with existing clients to increase engagement, trading activity, and revenue opportunities.
- Identify institutional client requirements and recommend suitable **electronic trading and OTC trading solutions**.
- Conduct **software demonstrations and trading platform presentations** for prospective and existing clients.
- Promote the adoption of the company's **digital OTC trading platforms** across fixed income, credit, and equity markets.
- Collaborate with internal sales support, technology, and business teams to implement effective client solutions.
- Work closely with international colleagues to share **market intelligence, client insights, and business development opportunities**.
- Monitor developments in Japan's institutional trading landscape and identify opportunities for market expansion.
- Take ownership of assigned client relationships and sales initiatives, ensuring effective execution and commercial results.
- Contribute to the company's overall revenue growth and competitive positioning in Japan's electronic trading market.

Required Skills

必須条件 経験・資格：

- 銀行または証券業界での実務経験 5年以上
- 日本証券業協会の一種外務員資格
- 債券（フィクストインカム）、クレジット、株式の専門知識
- 金融テクノロジーソリューションを理解し、その商業的価値を顧客に説明できる能力
- 大学卒以上

ソフトスキル：

- 対人コミュニケーション能力
- プレゼンテーション能力
- 自律的に業務を遂行しながら、チームと効果的に連携できる能力
- 担当顧客や案件に主体的に取り組む**責任感・オーナーシップ**

語学力：

- 日本語：ネイティブレベル
- 英語：ビジネスレベル

歓迎条件

- 機関投資家、銀行、証券会社などを対象とした法人営業経験
- 電子取引プラットフォームや金融テクノロジー関連サービスの営業経験
- 債券・クレジット・株式などの金融商品に関する知識を活かした営業経験

採用企業について

外資系フィンテック。

機関投資家や金融機関向けに電子取引プラットフォームを提供する、受賞歴のあるグローバル企業です。

1日あたり数兆規模の取引高（ADV：Average Daily Volume）を処理するプラットフォームを展開し、先進的なテクノロジーを通じて金融市場の電子取引を支えています。

高い評価を受ける企業文化と技術革新への取り組みを強みとし、グローバルな金融市場を支えるサービスを提供しています。

この求人がおすすめの理由

- 受賞歴があり、優れた企業文化で評価されるグローバル企業で働ける
- 過去最高の売上高を更新し続ける、安定した事業基盤
- 海外拠点のメンバーとの国際連携あり
- 年収3000万円も目指せる報酬体系
- AIを活用した金融テクノロジーや電子取引の革新に携われる

Required Skills and Qualifications

- **Minimum 5 years of professional experience in banking, securities, or related financial services** , with substantial exposure to institutional markets.
- **Active JSDA Class-1 Securities Sales Representative Qualification** (Japan Securities Dealers Association).
- Strong knowledge of **Fixed Income, Credit Markets, and Equity Products** .
- Understanding of institutional trading activities and the needs of financial market participants.
- Experience engaging with institutional clients or supporting financial markets business development.
- Ability to understand financial technology solutions and communicate their commercial value to clients.
- Bachelor's degree.

Soft Skills:

- Exceptional **interpersonal, relationship-building, and communication skills**.
- Strong presentation and public speaking abilities, including the confidence to deliver client-facing demonstrations.
- Ability to work independently while collaborating effectively with cross-functional and international teams.
- Strong sense of ownership and accountability for assigned client relationships and business initiatives.
- Commercial mindset with the ability to identify opportunities and develop long-term client partnerships.
- Proactive approach to business development, problem-solving, and stakeholder engagement.
- Ability to build credibility and trust with institutional investors and senior financial services professionals.

Language Requirements:

- Japanese: Native
- English: Intermediate-Business

Preferred Skills & Qualifications

- Experience in **institutional sales, institutional brokerage, or capital markets sales** .
- Background in **Fixed Income Sales, Credit Sales, Equity Sales, or Electronic Trading** .
- Experience selling **financial technology platforms, trading software, or digital OTC trading solutions** .
- Established relationships with Japanese institutional investors, banks, securities firms, or other financial institutions.
- Experience conducting software demonstrations or presenting trading technology solutions to institutional clients.
- Familiarity with electronic trading workflows and institutional OTC market structures.
- Experience collaborating with global sales teams and international financial institutions.
- Proven ability to develop new institutional accounts and expand existing client relationships.

About the Company

An award-winning global **financial technology company** operating interconnected digital trading platforms and electronic marketplaces.

The organization facilitates **trillions in average daily trading volume (ADV)** across its global trading network, supporting financial institutions through advanced electronic trading technology.

With a strong focus on **Artificial Intelligence (AI), trading automation, and financial market innovation** , the company continues to modernize institutional trading and improve transaction efficiency.

Recognized for its workplace culture and sustained business performance, the organization has achieved decades of consecutive record revenues while maintaining a strong international presence.

Why You'll Love Working Here

- Join an **award-winning global Fintech company** recognized for its strong workplace culture.
- Take on a senior **Vice President of Institutional Sales** position with direct responsibility for business development in Japan.
- Work with advanced **electronic trading platforms and digital OTC trading technology** .
- Gain exposure to **Fixed Income, Credit, Equity Markets, and institutional electronic trading** .
- Benefit from the company's established track record of **consecutive record revenues over multiple decades** .
- Develop relationships with leading Japanese institutional investors and financial institutions.
- Collaborate regularly with prestigious international business hubs and global financial markets teams.
- Play an important role in expanding the company's institutional client base and revenue in Japan.
- Work within a global organization focused on **AI-driven financial technology and trading innovation** .
- Build your long-term career in **Institutional Sales, Capital Markets, Electronic Trading, and Fintech Business 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。