

PR/097924 | Global Consumer / SME Loan / ABS - VP / Director

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1623996

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Hong Kong

Salary
Negotiable, based on experience

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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

About the Opportunity
A rapidly scaling global FinTech and digital financial services platform seeking an experienced **VP / Director of Capital Markets** to architect and execute cross-border Asset-Backed Securities (ABS) transactions backed by high-velocity consumer and SME credit portfolios.
In this principal-side role, you will spearhead the end-to-end global funding lifecycle—from front-end asset aggregation and multi-jurisdictional SPV structuring to securitization issuance and institutional distribution. Working closely with internal risk, product, legal, and regional business teams, you will build scalable, low-cost capital infrastructure to power international credit expansion across Asia and global markets.
Key Responsibilities

- **Cross-Border ABS Structuring:** Architect end-to-end global ABS transaction structures, managing the compliant transfer and securitization of granular consumer and SME credit assets from local licensed entities into onshore or cross-jurisdictional SPVs.
- **Issuance & Institutional Placement:** Lead asset pooling, cash-flow tranching, warehouse-to-ABS takeouts, and note issuances while driving investor roadshows, commercial negotiations, and placements with Tier-1 global banks and institutional investors.
- **Multi-Jurisdictional SPV Strategy:** Design and establish agile offshore SPV structures across major financial hubs

(e.g., Cayman Islands, Singapore, Luxembourg) to optimize cross-border asset holding, tax efficiency, and capital deployment.

- **Global Capital & Cost Optimization:** Formulate holistic, multi-region funding strategies that maximize capital efficiency, advance rates, and liquidity velocity at the lowest all-in cost of funds.
- **Rating Agency, Legal & Regulatory Alignment:** Partner with international rating agencies, external counsel, and trustees to establish scalable credit rating, legal, and regulatory frameworks aligned with institutional buyer requirements.
- **Risk Mitigation & In-House Capability Building:** Proactively manage cross-border FX, withholding tax, and regulatory risks throughout deal execution while institutionalizing best-in-class structured finance workflows and automated data-tape reporting.

Qualifications

- **Proven ABS Track Record:** 8–14+ years of experience structuring and executing consumer, FinTech, or SME loan ABS and warehouse facilities at a premier investment bank, leading FinTech platform, or institutional credit fund.
- **SPV & Securitization Mastery:** Deep hands-on expertise in cross-border SPV setup (Cayman Islands, Singapore, Luxembourg, or Hong Kong), tranching mechanics, and end-to-end securitization execution.
- **Rating & Cross-Border Regulatory Expertise:** Strong command of international rating agency methodologies (S&P, Moody's, Fitch) alongside cross-border legal, tax, and compliance frameworks across APAC and global markets.
- **Institutional Distribution & Commercial Acumen:** Established network and strong negotiation skills to independently source, pitch, and close transactions with international banks, asset managers, and institutional credit buyers.
- **Tech-Enabled & Cross-Functional Execution:** Ability to thrive in a fast-paced, high-growth environment—translating complex structural covenants into automated eligibility criteria and reporting workflows alongside engineering, data, and risk teams.
- **Collaborative Leadership:** Exceptional communicator capable of bridging front-line lending businesses, risk management, and global capital markets across diverse time zones and cultures.

Why Join Us

- **Principal Ownership at Global Scale:** Move beyond advisory mandates or single-market funding. You will sit in the principal seat, architecting multi-billion-dollar cross-border funding programs that directly power global credit expansion across Asia, Europe, and emerging markets.
- **High-Velocity, Institutional-Grade Deal Flow:** Unlike traditional banks where a single transaction can take a year, our rapid asset growth means continuous, repeatable deal execution—spanning bilateral bank warehouses, private credit placements, and rated public/private ABS issuances.
- **Complex, Multi-Jurisdictional Structuring:**Solve intellectually rewarding cross-border challenges across major financial hubs (Hong Kong, Singapore, Cayman, Luxembourg) and diverse local regulatory frameworks—working directly with Tier-1 global banks, rating agencies, and institutional investors.
- **Tech-Enabled Capital Markets:** Partner with world-class data, risk, and engineering teams to build automated, real-time asset pooling, loan-level data tapes, and dynamic borrowing-base infrastructure rather than relying on manual legacy processes.
- **High Autonomy & Executive Visibility:** Operate in a lean, high-impact global Capital Markets team with direct exposure to senior leadership and the autonomy to shape our long-term international funding strategy from the ground up.

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Company Description