



## PR/094889 | Senior Relationship Manage (Large Corp) for a Top-tier Bank in Vietnam

### 募集職種

#### 人材紹介会社

JAC Recruitment Vietnam Co., Ltd

#### 求人ID

1549534

#### 業種

銀行・信託銀行・信用金庫

#### 雇用形態

正社員

#### 勤務地

ベトナム

#### 給与

経験考慮の上、応相談

#### 更新日

2025年08月19日 03:00

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### Company and Job Overview

A leading joint-stock commercial bank in Vietnam with strong financial capacity and a customer-centric approach. The bank is expanding its Corporate and Investment Banking (CIB) operations nationwide, particularly in Hanoi and Ho Chi Minh City, with a focus on delivering comprehensive banking solutions to large corporate clients.

#### Job Responsibilities

- Build and manage a portfolio of large corporate clients within the CIB segment, driving product sales and achieving assigned business KPIs.
- Identify and pursue new business opportunities to grow revenue, profits, and client base.
- Guide and mentor junior team members to improve technical and client management capabilities.
- Develop annual business plans aligned with departmental goals and strategic direction.

- Maintain and expand relationships with existing clients while acquiring new ones through effective prospecting and value-added services.
- Collaborate with internal stakeholders to structure and maximize product offerings for corporate clients.
- Oversee the preparation, review, and presentation of credit proposals for approval by relevant committees.
- Regularly review client portfolios to identify early warning signs and work with stakeholders to mitigate credit and operational risks.
- Support credit quality management, ensure timely debt collection, and maintain sound portfolio health.
- Propose process improvements, contribute to product development initiatives, and enhance service delivery quality.
- Participate in HR planning, training, and developing team members into future SRM/RM roles.
- Perform other duties as assigned by management.

## Job Requirements

- Educational Qualifications: Bachelor's degree or higher in Finance, Banking, Business Administration, or related fields.
- Relevant Experience: Minimum 4 years of experience in corporate banking, with at least 3 years in a managerial or leadership role.
- Knowledge & Expertise
  - In-depth understanding of banking regulations, credit risk, and large corporate banking products.
  - Knowledge of key industries, financial analysis, and risk management principles.
  - Familiarity with investment opportunities and structured finance for large enterprises.
  - Strong business development and relationship management skills.
  - Excellent negotiation, communication, and presentation abilities.
  - Effective leadership, team coordination, and coaching skills.
  - Proficiency in English (TOEIC 500+ or equivalent).
  - Ability to think strategically and perform under pressure.
  - High compliance standards and integrity.
  - Analytical mindset with experience in change management and business improvement initiatives.

## Benefit

- Competitive salary and performance-based bonuses.
- Full social, health, and unemployment insurance per local labor law.
- Annual performance reviews and clear career progression.
- Dynamic, collaborative, and growth-oriented work environment.
- Professional training and leadership development programs.
- Recognition programs for high-performing individuals and teams.

#LI-JACVN

**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.

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会社説明