



PR/096232 | Regional Transaction Banking Sales, Japanese Corporates

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント シンガポール

求人ID

1564926

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年11月11日 10:43

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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 OVERVIEW

- Our client is a leading financial institution with a strong presence across Asia. They are expanding their Transaction Banking team and looking for a driven sales professional to manage their Japanese corporate client portfolio.

JOB RESPONSIBILITIES

- Your primary responsibility is to grow revenue by marketing their full suite of solutions, with a deep focus on payments, collections, and liquidity management.
- Manage and grow a portfolio of Japanese corporate clients, acting as their key specialist for all cash management needs.
- Proactively identify and originate new opportunities for payments, collections, and liquidity mandates.
- Develop sales proposals, conduct client presentations, and manage the end-to-end sales cycle.
- Collaborate closely with Relationship Managers (RMs) and product teams to deliver tailored solutions.
- Achieve revenue targets and sales activity goals for the region.

JOB REQUIREMENTS

- Strong experience and an existing network within the Japanese corporate segment.
- Excellent communication, negotiation, and relationship management skills.
- (Preferred) Business-level proficiency in Japanese to liaise effectively with Japanese-speaking clients.
- This role covers all of Asia, excluding the China market.

Apply online or feel free to contact me directly at malcolm.pang@jac-recruitment.com for more information about this opportunity.

We regret to inform that only shortlisted candidates will be notified.

Appreciate your understanding. Candidates require visa need not to apply.

EA: JAC Recruitment Pte. Ltd.

EA Licence: 90C3026

EA Personnel: R1546253

EA Personnel Name: Pang Yew Ming Malcolm

#LI-JACSG

#countrysingapore

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.sg/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.sg/terms-of-use>

会社説明