



PR/087195 | Japanese Bilingual Corporate Analyst

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1578028

業種

監査・税理士法人

雇用形態

正社員

勤務地

アメリカ合衆国

給与

経験考慮の上、応相談

更新日

2026年05月25日 02:00

応募必要条件

職務経験

6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 OVERVIEW

Our client – (Major bank in NYC) is looking for a Japanese Bilingual Cash Management Sales Manager in NYC. This is a hybrid position.

RESPONSIBILITIES

- Sales & Business Development

Build and execute strategic sales plans to meet revenue and KPI targets.
Manage a portfolio of domestic and cross-border clients (Cash Management & FX).
Lead the full sales cycle: prospecting → pitching → RFP responses → execution → closing.
Develop compelling sales presentations and proposals.

Maintain a strong pipeline and represent the firm at industry events.
Research regulatory/tax updates impacting cash & treasury operations.
Keep CRM and client documentation updated and compliant.

- Product & Internal Collaboration

Partner closely with Product Management teams in the U.S. and Japan.
Stay current on product capabilities and market trends.
Provide client insights to support product development and competitiveness.

- Client Relationship Management

Work with Relationship Managers in the Americas and Japan to grow existing accounts.
Create account plans to expand wallet share.
Build strong relationships with treasury, procurement, and finance leaders.
Conduct joint client meetings to deliver tailored transaction banking solutions.

REQUIREMENTS

- Bilingual Japanese/English (spoken and written required; Spanish preferred).
- 5–7 years of transaction banking experience.
- Experience with Japanese corporate clients or strong commercial banking background.
- Knowledge of cash management, working capital, treasury operations, and credit.
- Understanding of regulatory and compliance frameworks.
- Proven track record of driving new business and meeting sales targets.

SALARY

Salary range will be USD 100,000 - 125,000 (Depending on the experiences)

BENEFITS

Medical Dental Vision 401K and other benefit will be provided.

#LI-JACUS #LI-US #countryUS

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会社説明